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THE INTERNATIONAL
MUSIC • COIN MACHINE • HOME ENTERTAINMENT
WEEKLY

1982-1983

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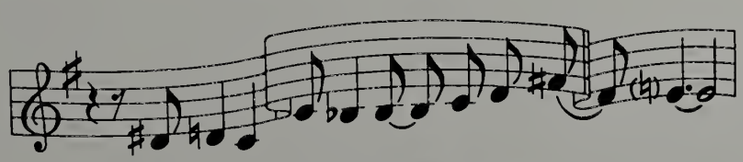

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DOMESTIC SECTION

CASHBOX DIRECTORY

DIRECTORY

RIAA GOLD AWARDS

Albums

DATE	COMPANY	TITLE	ARTIST
		1981	
June 3	Atlantic	Dirty Deeds Done Dirt Cheap	AC/DC
June 3	Atlantic	Face Value	Phil Collins
June 3	Rolling Stones/Atco	Sucking In The Seventies	Rolling Stones
June 10	A&M	Regatta De Blanc	The Police
June 10	A&M	Wild Eyed Southern Boys	.38 Special
June 16	A&M	The Dude	Quincy Jones
June 16	EMI America	Mistaken Identity	Kim Carnes
June 22	Columbia	Zebop	Santana
June 26	Mercury/ PolyGram	The Originals	Statler Brothers
June 29	Capitol	Where Do You Go When You Dream	Anne Murray
July 1	Warner Bros.	What Cha' Gonna Do For Me	Chaka Khan
July 2	Radio	Stars On Long Play	Stars On
July 2	Atlantic	Powerage	AC/DC
July 7	Warner Bros.	Fair Warning	Van Halen
July 7	Gordy	Street Songs	Rick James
July 7	Tamla	Being With You	Smokey Robinson
July 14	Backstreet/MCA	Hard Promises	Tom Petty & The Heartbreakers
July 14	RCA	My Home's In Alabama	Alabama
July 16	Grunt	Modern Times	Jefferson Starship
July 20	MCA	Ghost Riders	The Outlaws
July 20	Arista	The One That You Love	Air Supply
July 21	Threshold/ PolyGram	Long Distance Voyager	Moody Blues
July 23	MCA	Fancy Free	Oak Ridge Boys
July 23	Capitol	Don't Say No	Billy Squier
July 31	Jet/CBS	Blizzard Of Ozz	Ozzy Osbourne
Aug. 4	RCA	Working Class Dog	Rick Springfield
Aug. 6	Casablanca/ PolyGram	Knights Of The Sound Table	Cameo
Aug. 6	Gordy	It Must Be Magic	Teena Marie
Aug. 13	Epic	REO/T.W.O.	REO Speedwagon
Aug. 13	Capitol	Juice	Juice Newton
Aug. 18	RCA	Blows Against The Empire	Paul Kantner & The Jefferson Starship
Aug. 21	Motown	In The Pocket	The Commodores
Aug. 28	RCA	Urban Chipmunk	The Chipmunks
Aug. 28	Liberty	Share Your Love	Kenny Rogers
Sept. 3	Motown	Let's Get Serious	Jermaine Jackson
Sept. 4	Columbia	My Aim Is True	Elvis Costello
Sept. 4	Epic	Saddle Tramp	Charlie Daniels Band
Sept. 8	Mercury/PolyGram	*Endless Love*	Original Soundtrack
Sept. 9	Columbia	Greatest Hits	Larry Gatlin & The Gatlin Brothers Band
Sept. 10	Chrysalis	Precious Time	Pat Benatar
Sept. 14	MCA	*Evita*	Original Broadway Cast
Sept. 15	RCA	Leather & Lace	Waylon Jennings & Jessie Colter
Sept. 15	20th Century	Stephanie	Stephanie Mills
Sept. 16	Planet	Black & White	The Pointer Sisters
Sept. 18	Atlantic	4	Foreigner
Sept. 18	Epic	I Am What I Am	George Jones
Sept. 18	Columbia	Escape	Journey
Sept. 18	Full Moon/Asylum	*Heavy Metal*	Original Sountrack
Sept. 30	Warner Bros.	Pirates	Rickie Lee Jones
Oct. 5	Elektra	Step By Step	Eddie Rabbitt
Oct. 5	Jet/CBS	Time	Electric Light Orchestra
Oct. 7	Modern/Atlantic	Bella Donna	Stevie Nicks
Oct. 9	Warner Bros.	Evangeline	Emmylou Harris
Oct. 12	EMI America	Sheena Easton	Sheena Easton
Oct. 15	Capitol	Live In New Orleans	Maze Featuring Frankie Beverly
Oct. 19	Chrysalis	Koo Koo	Debbie Harry
Oct. 21	Reprise	Trilogy	Frank Sinatra
Oct. 21	Warner Bros.	Wild Planet	B-52's
Oct. 22	Capitol	Harder . . . Faster	April Wine
Oct. 22	Warner Bros.	El Loco	ZZ Top
Oct. 28	Warner Bros.	Breakin' Away	Al Jarreau
Oct. 29	MCA	Rainbow	Neil Diamond
Oct. 29	MCA	Greatest Hits Volume II	Loretta Lynn
Oct. 29	Decca	Greatest Hits Volume I	Conway Twitty
Oct. 29	Decca	Lead Me On	Conway Twitty & Loretta Lynn
Oct. 30	Rolling Stones/Atco	Tattoo You	Rolling Stones
Nov. 2	Curb	Whiskey Bent & Hell Bound	Hank Williams, Jr.
Nov. 3	Full Moon/Epic	The Innocent Age	Dan Fogelberg
Nov. 3	Columbia	Willie Nelson's Greatest Hits (And Some That Will Be)	Willie Nelson
Nov. 4	RCA	Private Eyes	Hall & Oates
Nov. 4	Capitol	Nine Tonight	Bob Seger
Nov. 18	Capitol	Time Exposure	Little River Band
Nov. 20	Warner Bros.	The Many Facets Of Roger	Roger
Nov. 24	Arista	If I Should Love Again	Barry Manilow
Dec. 3	De-Lite/PolyGram	Something Special	Kool & The Gang
Dec. 8	Epic	Never Too Much	Luther Vandross
Dec. 8	RCA	There's No Gettin' Over Me	Ronnie Milsap
Dec. 8	Columbia	Songs In The Attic	Billy Joel
Dec. 11	Atlantic	Abacab	Genesis
Dec. 15	London/PolyGram	O Holy Night	Luciano Pavarotti
Dec. 15	IRS	Beauty And The Beat	The Go-Go's
Dec. 15	A&M	Ghost In The Machine	The Police
Dec. 16	MCA	Physical	Olivia Newton-John
Dec. 23	Phila. Int'l./CBS	It's Time For Love	Teddy Pendergrass
Dec. 23	Epic	Christmas Tyme	Engelbert Humperdinck
Dec. 30	RCA	Some Days Are Diamonds	John Denver
Dec. 30	Columbia	Raise	Earth, Wind & Fire
Dec. 30	EMI America	Freeze Frame	J. Geils Band
Dec. 30	Columbia	Get Lucky	Loverboy
Dec. 30	Capitol	Circle Of Love	The Steve Miller Band
Dec. 30	Elektra	Greatest Hits	Queen
		1982	
Jan. 4	Jet	Diary Of A Madman	Ozzy Osbourne
Jan. 5	Liberty	Christmas	Kenny Rogers
Jan. 5	Mercury/PolyGram	Exit . . . Stage Left	Rush
Jan. 7	Warner Bros.	Best Of The Doobies Volume II	The Doobie Brothers
Jan. 7	Warner Bros.	Tonight I'm Yours	Rod Stewart
Jan. 7	RCA	Hooked On Classics	The Royal Philharmonic Orchestra
Jan. 11	MCA	*Coal Miner's Daughter* Original Motion Picture Soundtrack	Various
Jan. 12	Columbia	On The Way To The Sky	Neil Diamond
Jan. 14	Warner Bros.	The George Benson Collection	George Benson
Jan. 14	Warner Bros.	Controversy	Prince
Jan. 20	Elektra	Shake It Up	The Cars
Jan. 20	Disneyland	*The Fox And The Hound* Soundtrack	Various
Jan. 20	Atlantic	For Those About To Rock We Salute You	AC/DC
Jan. 22	RCA	Why Do Fools Fall In Love	Diana Ross
Jan. 27	Arista	Give The People What They Want	The Kinks
Jan. 29	Columbia	A Collection Of Great Dance Songs	Pink Floyd
Jan. 29	Columbia	Memories	Barbra Streisand
Feb. 5	Geffen	Quarterflash	Quarterflash
Feb. 9	Chrysalis	Best Of Blondie	Blondie
Feb. 18	Warner Bros.	The Time	The Time
Feb. 22	MCA	Live	Barbara Mandrell
Mar. 1	Polydor/PolyGram	*Chariots Of Fire* Original Soundtrack	Vangelis
Mar. 2	Fantasy	Chronicle	Creedence Clearwater Revival
Mar. 4	Salsoul	Skyyline	Skyy
Mar. 8	CBS	Perhaps Love	Placido Domingo with John Denver
Mar. 15	Mercury/PolyGram	Great White North	Bob & Doug McKenzie
Mar. 22	Mercury/PolyGram	Nightcruising	The Bar-Kays
April 6	MCA	Bobbie Sue	The Oak Ridge Boys
April 6	Capitol	The Beach Boys Christmas Album	The Beach Boys
April 12	Boardwalk	I Love Rock 'N Roll	Joan Jett
April 13	Elektra	The Pressure Is On	Hank Williams, Jr.
April 26	Columbia	Pac-Man Fever	Buckner & Garcia
April 29	RCA	Mountain Music	Alabama
April 30	Columbia	Always On My Mind	Willie Nelson
May 11	RCA	Success Hasn't Spoiled Me Yet	Rick Springfield
May 12	Asylum	Lookin' For Love	Johnny Lee
May 12	Warner Bros.	The Concert In Central Park	Simon & Garfunkel
May 14	Warner Bros.	This Time	Al Jarreau
May 24	Columbia	One On One	Bob James & Earl Klugh
May 24	Portrait	Aldo Nova	Aldo Nova
May 26	Capitol	Reel Music	Beatles
May 26	Sire	Tom Tom Club	Tom Tom Club

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MOTOWN

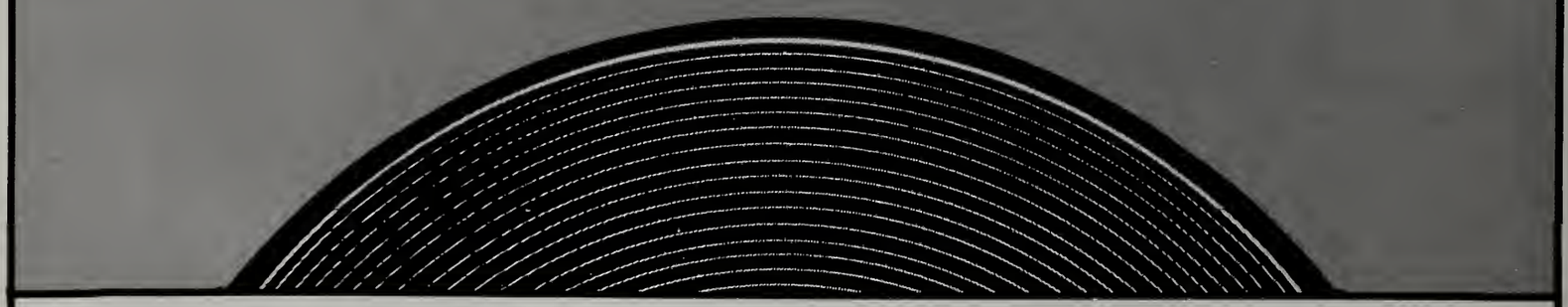
DIRECTORY

RIAA GOLD AWARDS

Singles

DATE	COMPANY	TITLE	ARTIST
		1981	
June 16	EMI America	Bette Davis Eyes	Kim Carnes
June 16	MCA	Elvira	Oak Ridge Boys
June 19	WMOT	Double Dutch Bus (12")	Frankie Smith
July 1	Capitol	Angel Of The Morning	Juice Newton
July 2	Radio	Stars On 45	Stars On
July 7	Tamla	Being With You	Smokey Robinson
July 17	Capitol	Sukiyaki	A Taste Of Honey
Aug. 4	RCA	Jessie's Girl	Rick Springfield
Aug. 11	Elektra	Theme From *Greatest American Hero*	Joey Scarbury
Aug. 12	Arista	The One That You Love	Air Supply
Aug. 21	Motown	Endless Love	Diana Ross & Lionel Ritchie
Sept. 2	Planet	Slow Hand	Pointer Sisters
Sept. 2	Capitol	Queen Of Hearts	Juice Newton
Sept. 22	WMOT	Double Dutch Bus (7")	Frankie Smith
Oct. 6	20th Century	She's A Bad Mama Jama	Carl Carlton
Dec. 3	MCA	Physical	Olivia Newton-John
Dec. 15	RCA	Private Eyes	Hall & Oates
Dec. 16	Motown	Upside Down	Diana Ross
		1982	
Jan. 7	Warner Bros.	Arthur's Theme (Best That You Can Do)	Christopher Cross
Jan. 7	RCA	I Can't Go For That (No Can Do)	Hall & Oates
Jan. 12	ARC/Columbia	Let's Groove	Earth, Wind & Fire
Jan. 20	Atlantic	Waiting For A Girl Like You	Foreigner
Jan. 25	EMI America	Centerfold	The J. Geils Band
Mar. 23	Columbia	Pac-Man Fever	Buckner & Garcia
April 12	Boardwalk	I Love Rock 'N Roll	Joan Jett
April 22	Capitol	I Get Around	The Beach Boys
May 11	Buena Vista	*Star Wars*	Various
May 25	IRS	We Got The Beat	Go-Go's
May 26	Buena Vista	*The Empire Strikes Back*	Various

RECORD PROMOTION



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DIRECTORY

RIAA PLATINUM AWARDS

ALBUMS

DATE	COMPANY	TITLE	ARTIST
		1981	
June 3	Atlantic	Dirty Deeds Done Dirt Cheap	AC/DC
June 5	RCA	John Denver's Greatest Hits Vol. II	John Denver
June 26	Island	Arc Of A Diver	Steve Winwood
July 7	Gordy	Street Songs	Rick James
July 14	RCA	Greatest Hits	Ronnie Milsap
July 16	EMI America	Mistaken Identity	Kim Carnes
July 29	MCA	Fancy Free	Oak Ridge Boys
Aug. 10	Backstreet/MCA	Hard Promises	Tom Petty & The Heartbreakers
Aug. 12	Arista	The Turn Of A Friendly Card	Alan Parsons Project
Aug. 13	Columbia	Somewhere Over The Rainbow	Willie Nelson
Aug. 18	Threshold/PolyGram	Long Distance Voyager	Moody Blues
Aug. 28	Liberty	Share Your Love	Kenny Rogers
Sept. 10	Chrysalis	Precious Time	Pat Benatar
Sept. 15	RCA	Feels So Right	Alabama
Sept. 15	RCA	Changesonebowie	David Bowie
Sept. 15	RSO	*Fame* Original Soundtrack	Various
Sept. 18	Elektra	Greatest Hits	The Doors
Sept. 18	Atlantic	4	Foreigner
Sept. 18	Capitol	Don't Say No	Billy Squier
Sept. 18	Warner Bros.	Face Dances	The Who
Sept. 18	Columbia	Escape	Journey
Oct. 7	Arista	The One That You Love	Air Supply
Oct. 7	Modern/Atlantic	Bella Donna	Stevie Nicks
Oct. 30	Rolling Stones/Atco	Tattoo You	Rolling Stones
Nov. 4	Capitol	Nine Tonight	Bob Seger
Nov. 10	Full Moon/CBS	The Innocent Age	Dan Fogelberg
Nov. 18	Warner Bros.	Fair Warning	Van Halen
Dec. 2	RCA	Working Class Dog	Rick Springfield
Dec. 15	A&M	Ghost In The Machine	The Police
Dec. 16	Motown	In The Pocket	The Commodores
Dec. 16	MCA	Physical	Olivia Newton-John
Dec. 22	RCA	Private Eyes	Hall & Oates
Dec. 23	Columbia	Captured	Journey
Dec. 28	De-Lite/PolyGram	Something Special	Kool & The Gang
Dec. 30	ARC/Columbia	Raise	Earth, Wind & Fire
Dec. 30	Columbia	Songs In The Attic	Billy Joel
Dec. 30	Columbia	Best Of Friends	Loggins & Messina
Dec. 30	Elektra	Greatest Hits	Queen
		1982	
Jan. 5	Liberty	Christmas	Kenny Rogers
Jan. 5	Capitol	Juice	Juice Newton
Jan. 7	RCA	Hooked On Classics	The Royal Philharmonic Orchestra
Jan. 11	EMI America	Freeze Frame	The J. Geils Band
Jan. 12	Columbia	On The Way To The Sky	Neil Diamond
Jan. 20	Elektra	Shake It Up	The Cars
Jan. 20	Atlantic	For Those About To Rock We Salute You	AC/DC
Jan. 22	RCA	Why Do Fools Fall In Love	Diana Ross
Jan. 22	RCA	Voices	Hall & Oates
Jan. 28	Warner Bros.	Tonight I'm Yours	Rod Stewart
Jan. 29	Columbia	Memories	Barbra Streisand
Feb. 8	Columbia	Loverboy	Loverboy
Feb. 24	A&M	The Dude	Quincy Jones
Feb. 24	A&M	Wild Eyed Southern Boys	.38 Special
Mar. 2	IRS	Beauty And The Beat	The Go-Go's
Mar. 12	Columbia	Get Lucky	Loverboy
April 8	Polydor/PolyGram	*Chariots Of Fire*	Vangelis
April 12	Boardwalk	I Love Rock 'N Roll	Joan Jett
April 16	MCA	The Oak Ridge Boys Greatest Hits	Oak Ridge Boys
April 29	RCA	Mountain Music	Alabama
May 3	Atlantic	Abacab	Genesis
May 10	Jet	Diary Of A Madman	Ozzy Osbourne
May 11	RCA	Success Hasn't Spoiled Me Yet	Rick Springfield
May 11	Liberty	When I Dream	Crystal Gayle

SINGLES

		1981	
Oct. 16	Motown	*Endless Love*	Diana Ross & Lionel Ritchie
		1982	
Jan. 5	MCA	Physical	Olivia Newton-John
Mar. 8	MCA	Elvira	The Oak Ridge Boys

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TOP SINGLES OF PAST DECADE

1972

1. American Pie - Don McLean - United Artists
2. Alone Again (Naturally) - Gilbert O'Sullivan - MAM
3. Brand New Key - Melanie - Neighborhood
4. Daddy Don't You Walk So Fast - Wayne Newton - Chetsea
5. Without You - Nilsson - RCA
6. I Gotcha - Joe Tex - Dial
7. Let's Stay Together - Al Green - Hi
8. If Loving You Is Wrong - Luther Ingram - KoKo
9. Brandy - Looking Glass - Epic
10. The Lion Sleeps Tonight - Robert John - Atlantic
11. Heart Of Gold - Neil Young - Reprise
12. Family Affair - Sly & Family Stone - Epic
13. Rockin' Robin - Michael Jackson - Motown
14. Lean On Me - Bill Withers - Sussex
15. Nice To Be With You - Gallery - Sussex
16. Slippin' Into Darkness - War - United Artists
17. Baby Don't Get Hooked On Me - Mac Davis - Columbia
18. A Horse With No Name - America - Warner Bros.
19. First Time I Ever Saw Your Face - Roberta Flack - Atlantic
20. Long Cool Woman - Hollies - Epic
21. Back Stabbers - O'Jays - Phila. Intl.
22. I'll Take You There - Staple Singers - Stax
23. Candy Man - Sammy Davis, Jr. - MGM
24. Song Sung Blue - Neil Diamond - UNI
25. Cherish - David Cassidy - Bell
26. I'm Still In Love With You - Al Green - Hi
27. Scorpio - Dennis Coffey - Sussex
28. (Last Night) I Didn't Get To Sleep At All - 5th Dimension - Bell
29. Everybody Plays The Fool - Main Ingredient - RCA
30. Down By The Lazy River - Osmonds - MGM
31. Precious & Few - Climax - Carousel
32. Outa Space - Billy Preston - A&M
33. Oh Girl - Chi-Lites - Brunswick
34. Sunshine - Jonathan Edwards - Capricorn
35. Look What You Done For Me - Al Green - Hi
36. Hurting Each Other - Carpenters - A&M
37. A Cowboy's Work Is Never Done - Sonny & Cher - Kapp
38. Too Late To Turn Back Now - Cornelius Bros. & Sister Rose - U.A.
39. Go All The Way - Raspberries - Capitol
40. My Ding-A-Ling - Chuck Berry - Chess

1973

1. Tie A Yellow Ribbon 'Round The Old Oak Tree - Dawn - Bell
2. Bad Bad Leroy Brown - Jim Croce - ABC
3. Delta Dawn - Helen Reddy - Capitol
4. Crocodile Rock - Elton John - MCA
5. Touch Me In The Morning - Diana Ross - Motown
6. My Love - Paul McCartney & Wings - Apple
7. You're So Vain - Carly Simon - Elektra
8. Playground In My Mind - Clint Holmes - Epic
9. Me & Mrs. Jones - Billy Paul - Phila. Intl.
10. Shambala - 3 Dog Night - Dunhill
11. Let's Get It On - Marvin Gaye - Tamla
12. Love Train - O'Jays - Phila. Intl.
13. Clair - Gilbert O'Sullivan - MAM
14. Last Song - Edward Bear - Capitol
15. Midnight Train To Georgia - Gladys Knight & Pips - Buddah
16. Half-Breed - Cher - MCA
17. Has Anybody Seen My Sweet Gypsy Rose - Dawn - Bell
18. Drift Away - Dobie Gray - Decca
19. Brother Louie - Stories - Kama Sutra
20. Will It Go Round In Circles - Billy Preston - A&M
21. Killing Me Softly With His Song - Roberta Flack - Atlantic
22. Loves Me Like A Rock - Paul Simon - Columbia
23. The Night The Lights Went Out In Georgia - Vicki Lawrence - Bell
24. That Lady - Isley Bros. - T-Neck
25. Danny's Song - Anne Murray - Capitol
26. Rocky Mountain High - John Denver - RCA
27. Superstition - Stevie Wonder - Tamla
28. Stuck In The Middle With You - Steelers Wheel - A&M
29. Pillow Talk - Sylvia - Vibration
30. Rockin' Pneumonia Boogie Woogie Flu - Johnny Rivers - United Artists
31. Oh Baby What Would You Say - Hurricane Smith - Capitol
32. You Ought To Be With Me - Al Green - Hi
33. Live And Let Die - Paul McCartney - Apple
34. Natural High - Bloodstone - London
35. Neither One Of Us - Gladys Knight & Pips - Soul
36. It Never Rains In Southern California - Albert Hammond - Mums
37. Higher Ground - Stevie Wonder - Tamla
38. Ain't No Woman - 4 Tops - Dunhill
39. We're An American Band - Grand Funk - Capitol/Grand Funk
40. Get Down - Gilbert O'Sullivan - MAM

1974

1. Show & Tell - Al Wilson - Rocky Road
2. Come & Get Your Love - Redbone - Blue Sky
3. The Most Beautiful Girl - Charlie Rich - Epic
4. Rock Me Gently - Andy Kim - Capitol
5. The Way We Were - Barbra Streisand - Columbia
6. Sunshine On My Shoulders - John Denver - RCA
7. You Make Me Feel Brand New - Stylistics - Avco
8. Rock On - David Essex - Columbia
9. Seasons In The Sun - Terry Jacks - Bell
10. The Joker - Steve Miller - Capitol
11. You Haven't Done Nothing - Stevie Wonder - Tamla
12. Benny & The Jets - Elton John - MCA/Rocket
13. Locomotion - Grand Funk - Capitol
14. Love's Theme - Love Unlimited - 20th Century
15. Spiders & Snakes - Jim Stafford - MGM
16. Nothing From Nothing - Billy Preston - A&M
17. TSOP - MFSB - Phila. Intl.
18. You're Sixteen - Ringo Starr - Apple
19. Night Chicago Died - Paper Lace - Mercury
20. Top Of The World - Carpenters - A&M
21. Goodbye Yellow Brick Road - Elton John - MCA/Rocket
22. Let Me Be There - Olivia Newton-John - MCA
23. Hello It's Me - Todd Rundgren - Bearsville
24. (You're) Having My Baby - Paul Anka - United Artists
25. Annie's Song - John Denver - RCA
26. Dark Lady - Cher - MCA
27. Rock The Boat - Hues Corp. - RCA
28. You're The Best Thing That Ever Happened To Me - Gladys Knight & Pips - Buddah
29. The Streak - Ray Stevens - Barnaby
30. Billy Don't Be A Hero - Bo Donaldson & Heywoods - ABC
31. If You Love Me - Olivia Newton-John - MCA
32. Sundown - Gordon Lightfoot - Warner Bros.
33. Feel Like Makin' Love - Roberta Flack - Atlantic
34. Hooked On A Feeling - Blue Swede - EMI
35. Hang On In There Baby - Johnny Bristol - MGM
36. Time In A Bottle - Jim Croce - ABC
37. Band On The Run - Paul McCartney & Wings - Apple
38. Leave Me Alone - Helen Reddy - Capitol
39. Mockingbird - Carly Simon & James Taylor - Elektra
40. Rock Your Baby - George McCrae - T.K.

1975

1. Love Will Keep Us Together - The Captain & Tennille - A&M
2. Rhinestone Cowboy - Glen Campbell - Capitol
3. Boogie On Reggae Woman - Stevie Wonder - Tamla
4. Pick Up The Pieces - AWB - Atlantic
5. Fame - David Bowie - RCA
6. At Seventeen - Janis Ian - Columbia
7. Shinin' Star - Earth, Wind & Fire - Columbia
8. Thank God, I'm A Country Boy - John Denver - RCA
9. Lady Marmalade - LaBelle - Epic
10. Island Girl - Elton John - MCA
11. Kung Fu Fighting - Carl Douglas - 20th Century
12. My Eyes Adored You - Frankie Valli - Private Stock
13. Black Water - Doobie Brothers - Warner Brothers
14. Why Can't We Be Friends - War - United Artists
15. One Of These Nights - Eagles - Asylum
16. Wasted Days And Wasted Nights - Freddy Fender - ABC/Dot
17. Mandy - Barry Manilow - Arista
18. The Hustle - Van McCoy - Avco
19. Have You Never Been Mellow - Olivia Newton-John - MCA
20. Laughter In The Rain - Neil Sedaka - Rocket/MCA
21. Please, Mr. Postman - Carpenters - A&M
22. Philadelphia Freedom - Elton John - MCA
23. Feelings - Morris Albert - RCA
24. I'm Not In Love - 10cc - Mercury
25. They Just Can't Stop The (Games People Play) - Spinners - Atlantic
26. Please Mr. Please - Olivia Newton-John - MCA
27. Jackie Blue - Ozark Mt. Daredevils - A&M
28. Best Of My Love - Eagles - Asylum
29. I'm Sorry - John Denver - RCA
30. Lady - Styx - Wooden Nickel/RCA
31. You're The First, The Last, My Everything - Barry White - 20th Century
32. Fallin' In Love - Hamilton, Joe Frank & Reynolds - Playboy
33. Get Down Tonight - KC And The Sunshine Band - TK
34. Bad Blood - Neil Sedaka - Rocket
35. Cat's In The Cradle - Harry Chapin - Elektra
36. Could It Be Magic - Barry Manilow - Arista
37. Dance With Me - Orleans - Asylum
38. Lovin' You - Minnie Riperton - Epic
39. When Will I Be Loved - Linda Ronstadt - Capitol
40. Before The Next Teardrop Falls - Freddy Fender — ABC/Dot

1976

1. Disco Lady - Johnnie Taylor - Columbia
2. Play That Funky Music - Wild Cherry - Sweet City/Epic
3. Kiss And Say Goodbye - Manhattans - Columbia
4. Disco Duck (Part 1) - Rick Dees & His Cast Of Idiots - RSO
5. Don't Go Breaking My Heart - Elton John & Kiki Dee - Rocket/MCA
6. A Fifth Of Beethoven - Walter Murphy & The Big Apple Band - Private Stock
7. Afternoon Delight - Starland Vocal Band - Windsong
8. Tonight's The Night (Gonna Be Alright) - Rod Stewart - Warner Bros.
9. Silly Love Songs - Wings - Capitol
10. Shake Your Booty - KC & The Sunshine Band - TK
11. Love Machine - Miracles - Tamla
12. 50 Ways To Leave Your Lover - Paul Simon - Columbia
13. Love Hangover - Diana Ross - Motown
14. If You Leave Me Now - Chicago - Columbia
15. Rock 'N Me - Steve Miller Band - Capitol
16. Boogie Fever - The Sylvers - Capitol
17. Dream Weaver - Gary Wright - Warner Bros.
18. Misty Blue - Dorothy Moore - Malaco
19. Welcome Back - John Sebastian - Reprise
20. You'll Never Find Another Love Like Mine - Lou Rawls - Phila. Intl./Epic
21. December 1963 (Oh What A Night) - Four Seasons - Warner Bros.
22. The Wreck Of The Edmund Fitzgerald - Gordon Lightfoot - Reprise
23. Let 'Em In - Wings - Capitol
24. The Rubberband Man - Spinners - Atlantic
25. Sara Smile - Hall & Oates - RCA
26. Shop Around - Captain & Tennille - A&M
27. You Don't Have To Be A Star (To Be In My Show) - Marilyn McCoo & Billy Davis - ABC
28. Fooled Around And Fell In Love - Elvin Bishop - Capricorn
29. More, More, More - Andrea True Connection - Buddah
30. Muskrat Love - Captain & Tennille - A&M
31. Theme From S.W.A.T. - Rhythm Heritage - ABC
32. Lonely Night (Angel Face) - Captain & Tennille - A&M
33. Heaven Must Be Missing An Angel - Tavares - Capitol
34. You Should Be Dancing - Bee Gees - RSO
35. Show Me The Way - Peter Frampton - A&M
36. Hot Line - The Sylvers - Capitol
37. Get Up And Boogie - Silver Convention - Midland Intl.
38. Convoy - C.W. McCall - MGM
39. Young Hearts Run Free - Candi Staton - Warner Bros.
40. Sweet Love - Commodores - Motown

1977

1. You Light Up My Life - Debby Boone - WB/Curb
2. I Just Want To Be Your Everything - Andy Gibb - RSO
3. Dancing Queen - Abba - Atlantic
4. Undercover Angel - Alan O'Day - Pacific
5. Torn Between Two Lovers - Mary MacGregor - Ariola
6. A Star Is Born - Barbra Streisand - Columbia
7. I Like Dreamin' - Kenny Nolan - 20th Century
8. Higher & Higher - Rita Coolidge - A&M
9. Swayin' To The Music - Johnny Rivers - Big Tree
10. Star Wars Theme - Meco - Millennium
11. The Things We Do For Love - 10cc - Mercury
12. Weekend In New England - Barry Manilow - Arista
13. Best Of My Love - Emotions - Columbia
14. Nobody Does It Better - Carly Simon - Elektra
15. I'm Your Boogie Man - KC & The Sunshine Band - TK
16. When I Need You - Leo Sayer - Warner Bros.
17. Don't Leave Me This Way - Thelma Houston - Motown
18. Angel In Your Arms - Hot - Big Tree
19. Carry On Wayward Son - Kansas - Kirshner
20. Southern Nights - Glen Campbell - Capitol
21. Dreams - Fleetwood Mac - Warner Bros.
22. I've Got Love On My Mind - Natalie Cole - Capitol
23. Lonely Boy - Andrew Gold - Asylum
24. Margaritaville - Jimmy Buffett - ABC
25. You & Me - Alice Cooper - Warner Bros.
26. Rich Girl - Hall & Oates - RCA
27. Keep It Comin' Love - KC & The Sunshine Band - TK
28. On & On - Stephen Bishop - ABC
29. Telephone Line - ELO - Jet/UA
30. Theme From Rocky - Bill Conti - UA
31. Easy - Commodores - Motown
32. Year Of The Cat - Al Stewart - Janus
33. Night Moves - Bob Seger - Capitol
34. Feels Like The First Time - Foreigner - Atlantic
35. Hotel California - Eagles - Asylum
36. Handy Man - James Taylor - Columbia
37. Heard It In A Love Song - Marshall Tucker Band - Capricorn
38. New Kid In Town - Eagles - Asylum
39. Got To Give It Up - Marvin Gaye - Tamla
40. Don't Give Up On Us - David Soul - Private Stock

1978

1. Night Fever - Bee Gees - RSO
2. Stayin' Alive - Bee Gees - RSO
3. Shadow Dancing - Andy Gibb - RSO
4. Kiss You All Over - Exile - Warner/Curb
5. Three Times A Lady - The Commodores - Motown
6. Hot Child In The City - Nick Gilder - Chrysalis
7. Boogie Oogie Oogie - A Taste Of Honey - Capitol
8. Emotion - Samantha Sang - Private Stock
9. You're The One I Want - Olivia Newton-John/John Travolta - RSO
10. Miss You - Rolling Stones - Rolling Stones
11. Grease - Frankie Valli - RSO
12. Baker Street - Gerry Rafferty - United Artist
13. Can't Smile Without You - Barry Manilow - Arista
14. Baby Come Back - Player - RSO
15. Short People - Randy Newman - Warner Bros.
16. Lay Down Sally - Eric Clapton - RSO
17. It's A Heartache - Bonnie Tyler - RCA
18. Just The Way You Are - Billy Joel - Columbia
19. Sometimes When We Touch - Dan Hill - 20th Century
20. You Needed Me - Anne Murray - Capitol
21. If I Can't Have You - Yvonne Elliman - RSO
22. (Love Is) Thicker Than Water - Andy Gibb - RSO
23. You're In My Heart - Rod Stewart - Warner Bros.
24. How Deep Is Your Love - Bee Gees - RSO
25. We Are The Champions - Queen - Electra
26. Hot Blooded - Foreigner - Atlantic
27. MacArthur Park - Donna Summer - Casablanca
28. Hopelessly Devoted To You - Olivia Newton-John - RSO
29. Too Much, Too Little, Too Late - Johnny Mathis/Deniece Williams - Columbia
30. Reminiscing - Little River Band - Harvest
31. The Closer I Get To You - Roberta Flack/Donny Hathaway - Atlantic
32. With A Little Luck - Wings - Capitol
33. Whenever I Call You "Friend" - Kenny Loggins - Columbia
34. Jack & Jill - Raydio - Arista
35. How Much I Feel - Ambrosia - Warner Bros.
36. Love Will Find A Way - Pablo Cruise - A&M
37. Dust In The Wind - Kansas - Kirshner
38. Feels So Good - Chuck Mangione - A&M
39. Last Dance - Donna Summer - Casablanca
40. Here You Come Again - Dolly Parton - RCA

1979

1. Le Freak - Chic - Atlantic
2. My Sharona - The Knack - Capitol
3. Da Ya Think I'm Sexy - Rod Stewart - Warner Bros.
4. YMCA - Village People - Casablanca
5. What A Fool Believes - Doobie Brothers - Warner Bros.
6. Ring My Bell - Anita Ward - Juana/TK
7. Bad Girls - Donna Summer - Casablanca
8. Too Much Heaven - Bee Gees - RSO
9. Reunited - Peaches & Herb - MVP/Polydor
10. I Will Survive - Gloria Gaynor - Polydor
11. Heart Of Glass - Blondie - Chrysalis
12. Good Times - Chic - Atlantic
13. Sad Eyes - Robert John - EMI America
14. Hot Stuff - Donna Summer - Casablanca
15. Pop Muzik - M - Sire
16. Fire - Pointer Sisters - Planet
17. Don't Stop 'Til You Get Enough - Michael Jackson - Epic
18. Rise - Herb Alpert - A&M
19. Tragedy - Bee Gees - RSO
20. Knock On Wood - Amii Stewart - Ariola
21. We Are Family - Sister Sledge - Cotillion/Atlantic
22. Sail On - Commodores - Motown
23. A Little More Love - Olivia Newton-John - MCA
24. Chuck E.'s In Love - Rickie Lee Jones - Warner Bros.
25. No More Tears (Enough Is Enough) - Barbra Streisand And Donna Summer - Columbia/Casablanca
26. Shake Your Body (Down To The Ground) - The Jacksons - Epic
27. I Want You To Want Me - Cheap Trick - Epic
28. Music Box Dancer - Frank Mills - Polydor
29. I'll Never Love This Way Again - Dionne Warwick - Arista
30. Babe - Styx - A&M
31. The Main Event/Fight - Barbra Streisand - Columbia
32. My Life - Billy Joel - Columbia
33. Boogie Wonderland - Earth, Wind & Fire With The Emotions - ARC/Columbia
34. Heartache Tonight - Eagles - Asylum
35. Gold - John Stewart - RSO
36. In The Navy - Village People - Casablanca
37. The Logical Song - Supertramp - A&M
38. Heaven Knows - Donna Summer - Casablanca
39. Don't Bring Me Down - Electric Light Orchestra - Jet
40. When You're In Love With a Beautiful Woman - Dr. Hook - Capitol

1980

1. Another One Bites The Dust - Queen - Elektra
2. Call Me - Blondie - Chrysalis
3. Another Brick In The Wall (Part II) - Pink Floyd - Columbia
4. Upside Down - Diana Ross - Motown
5. Crazy Little Thing Called Love - Queen - Elektra
6. Lady - Kenny Rogers - Liberty
7. It's Still Rock And Roll To Me - Billy Joel - Columbia
8. Rock With You - Michael Jackson - Epic
9. Woman In Love - Barbra Streisand - Columbia
10. Funkytown - Lipps, Inc. - Casablanca
11. The Rose - Bette Midler - Atlantic
12. Magic - Olivia Newton-John - MCA
13. Coming Up - Paul McCartney & Wings - Columbia
14. Ride Like The Wind - Christopher Cross - Warner Bros.
15. Lost In Love - Air Supply - Arista
16. Take Your Time (Do It Right) - S.O.S. Band - Tabu
17. Little Jeannie - Elton John - MCA
18. The Wanderer - Donna Summer - Geffen
19. Do That To Me One More Time - Captain & Tennille - Casablanca
20. Working My Way Back To You - The Spinners - Atlantic
21. Longer - Dan Fogelberg - Full Moon
22. Coward Of The County - Kenny Rogers - United Artists
23. Cruisin' - Smokey Robinson - Tamla/Motown
24. Emotional Rescue - Rolling Stones - Rolling Stones
25. Biggest Part Of Me - Ambrosia - Warner Bros.
26. Sailing - Christopher Cross - Warner Bros.
27. All Out Of Love - Air Supply - Arista
28. I'm Coming Out - Diana Ross - Motown
29. Don't Fall In Love With A Dreamer - Kenny Rogers/Kim Carnes - United Artists
30. Steal Away - Robbie Dupree - Elektra
31. Tired Of Toein' The Line - Rocky Burnette - EMI America
32. Cupid/I've Loved You For A Long Time - The Spinners - Atlantic
33. Sexy Eyes - Dr. Hook - Casablanca
34. Cars - Gary Numan - Atco
35. He's So Shy - Pointer Sisters - Planet
36. Lookin' For Love - Johnny Lee - Asylum
37. Master Blaster (Jammin') - Stevie Wonder - Tamla/Motown
38. Drivin' My Life Away - Eddie Rabbitt - Elektra
39. Fame - Irene Cara - RSO
40.

1981

1. Endless Love - Diana Ross/Lionel Richie - Motown
2. Bette Davis Eyes - Kim Carnes - EMI America
3. Jessie's Girl - Rick Springfield - RCA
4. Keep On Loving You - REO Speedwagon - Epic
5. Slow Hand - Pointer Sisters - Planet
6. Physical - Olivia Newton-John - MCA
7. Queen of Hearts - Juice Newton - Capitol
8. Theme From "The Greatest American Hero" - Joey Scarbury - Elektra
9. Private Eyes - Daryl Hall & John Oates - RCA
10. Celebration - Kool And The Gang - De-Lite
11. Arthur's Theme (Best That You Can Do) - Christopher Cross - Warner Bros.
12. 9 To 5 - Dolly Parton - RCA
13. Stars On 45 Medley - Stars On 45 - Radio Records
14. Waiting For A Girl Like You - Foreigner - Atlantic
15. Rapture - Blondie - Chrysalis
16. Woman - John Lennon - Geffen
17. Let's Groove - Earth, Wind & Fire - ARC/Columbia
18. Elvira - Oak Ridge Boys - MCA
19. Being With You - Smokey Robinson - Tamla
20. The Tide Is High - Blondie - Chrysalis
21. Angel Of The Morning - Juice Newton - Capitol
22. Oh No - Commodores - Motown
23. The One That You Love - Air Supply - Arista
24. Morning Train (9 To 5) - Sheena Easton - EMI America
25. Kiss On My List - Daryl Hall & John Oates - RCA
26. Who's Crying Now - Journey - Columbia

(continued on page 12)

ELTON JOHN

AND

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DIRECTORY

TOP ALBUMS OF PAST DECADE

1972

1. Tapestry - Carole King - Ode
2. Music - Carole King - Ode
3. Harvest - Neil Young - Reprise
4. American Pie - Don McLean - United Artists
5. Teaser And The Firecat - Cat Stevens - A&M
6. Let's Stay Together - Al Green - Hi
7. Concert For Bangla Desh - George Harrison & Various Artists - Apple
8. Fragile - Yes - Atlantic
9. America - Warner Bros.
10. Led Zeppelin - Atlantic
11. Hot Rocks 1964-1971 - Rolling Stones - London
12. Thick As A Brick - Jethro Tull - Warner Bros.
13. Honky Chateau - Elton John - Uni
14. Paul Simon - Columbia
15. Chicago At Carnegie Hall - Columbia
16. Eat A Peach - Allman Bros. - Capricorn
17. First Take - Roberta Flack - Atlantic
18. Baby I'm A Want You - Bread - Elektra
19. Nilsson Schmilsson - RCA
20. Exile On Main Street - Rolling Stones - Rolling Stones
21. Big Bambu - Cheech & Chong - Ode
22. Simon & Garfunkel's Greatest Hits - Columbia
23. The New Santana - Columbia
24. All Day Music - War - United Artists
25. Still Bill - Bill Withers - Sussex
26. A Song For You - Carpenters - A&M
27. Roberta Flack & Donny Hathaway - Atlantic
28. School's Out - Alice Cooper - Warner Bros.
29. Chicago V - Columbia
30. There's A Riot Goin' On - Sly & The Family Stone - Epic
31. Shaft - Isaac Hayes - Enterprise
32. Moods - Neil Diamond - Uni
33. The Stylistics - Avco
34. Madman Across The Water - Elton John - Uni
35. Harmony - 3 Dog Night - Dunhill
36. E Pluribus Funk - Grand Funk Railroad - Capitol
37. Never A Dull Moment - Rod Stewart - Mercury
38. Carney - Leon Russell - Shelter
39. Quiet Fire - Roberta Flack - Atlantic
40. Donny Hathaway Live - Atco

1973

1. Dark Side Of The Moon - Pink Floyd
2. Houses Of The Holy - Led Zeppelin
3. Diamond Girl - Seals & Crofts
4. The World Is A Ghetto - War
5. Seventh Sojourn - Moody Blues
6. The Captain & Me - Doobie Bros.
7. Life & Times - Jim Croce
8. Talking Book - Stevie Wonder
9. Rocky Mountain High - John Denver
10. Chicago VI
11. No Secrets - Carly Simon
12. Rhymes & Reasons - Carole King
13. They Only Come Out At Night - Edgar Winter Group
14. Lady Sings The Blues - Movie Soundtrack
15. Billion Dollar Babies - Alice Cooper
16. Catch Bull At Four - Cat Stevens
17. Made In Japan - Deep Purple
18. The Best Of Bread - Bread
19. I'm Still In Love With You - Al Green
20. Now & Then - Carpenters
21. There Goes Rhymin' Simon - Paul Simon
22. Brothers & Sisters - The Allman Bros.
23. Don't Shoot Me, I'm Only The Piano Player - Elton John
24. Angel Clare/Garfunkel
25. Elvis Aloha From Hawaii Via Satellite - Elvis Presley
26. Moving Waves - Focus
27. Loggins & Messina
28. 1967-1970 - The Beatles
29. Hot August Night - Neil Diamond
30. 1962-1966 - The Beatles
31. Superfly - Curtis Mayfield
32. Fantasy - Carole King
33. Living In The Past - Jethro Tull
34. We're An American Band - Grand Funk
35. Red Rose Speedway - Paul McCartney & Wings
36. Fresh - Sly & The Family Stone
37. All Directions - Temptations
38. Long Hard Climb - Helen Reddy
39. Tommy - London Symphony Orch. & Chamber Choir w/Guest Soloists
40. Killing Me Softly - Roberta Flack

1974

1. John Denver's Greatest Hits - RCA
2. Band On The Run - Paul McCartney & Wings - Apple
3. Goodbye Yellow Brick Road - Elton John - MCA
4. The Singles - Carpenters - A&M
5. Bachman-Turner Overdrive - Vol. 2 - Mercury
6. Don't Mess Around With Jim - Jim Croce - ABC
7. The Sting - Soundtrack - MCA
8. Chicago VII - Chicago - Columbia
9. Innervisions - Stevie Wonder - Tamla
10. Behind Closed Doors - Charlie Rich - Epic
11. Back Home Again - John Denver - RCA
12. Caribou - Elton John - MCA
13. American Graffiti - Soundtrack - MCA
14. Court & Spark - Joni Mitchell - Asylum
15. Sundown - Gordon Lightfoot - Reprise
16. Shinin' On - Grand Funk - Capitol
17. Tubular Bells - Mike Oldfield - Virgin
18. The Joker - Steve Miller - Capitol
19. Hot Cakes - Carly Simon - Elektra
20. If You Love Me - Olivia Newton-John - MCA
21. Skin Tight - Ohio Players - Mercury
22. Not Fragile - Bachman-Turner Overdrive - Mercury
23. Buddha & Chocolate Box - Cat Stevens - A&M
24. I Got A Name - Jim Croce - ABC
25. Ringo Starr - Apple
26. Fulfillingness' First Finale - Stevie Wonder - Tamla
27. On Stage - Loggins & Messina - Columbia
28. Bad Company - Swan Song
29. Imagination - Gladys King & Pips - Buddah
30. Holiday - America - WB
31. Jonathan Livingston Seagull - Neil Diamond - Columbia
32. Maria Muldaur - Reprise
33. Los Cochinos - Cheech & Chong - Ode
34. 461 Ocean Blvd. - Eric Clapton - RSO
35. Love Song For Jeffrey - Helen Reddy - Capitol
36. Goats Head Soup - Rolling Stones - Rolling Stones
37. Love Is The Message - MFSB - Phila. Intl.
38. Body Heat - Quincy Jones - A&M
39. Tres Hombres - ZZ Top - London
40. Bridge Of Sighs - Robin Trower - Chrysalis

1975

1. Elton John's Greatest Hits - Elton John - MCA
2. Captain Fantastic - Elton John - MCA
3. That's The Way Of The World - Earth, Wind & Fire - Columbia
4. Have You Never Been Mellow - Olivia Newton-John - MCA
5. Rock Of The Westies - Elton John - MCA
6. One Of These Nights - Eagles - Asylum
7. Average White Band - Atlantic
8. Windsong - John Denver - RCA
9. Not Fragile - Bachman-Turner Overdrive - Mercury
10. Red Octopus - Jefferson Starship - RCA
11. Back Home Again - John Denver - RCA
12. Physical Graffiti - Led Zeppelin - Atlantic
13. Tommy - Soundtrack - Polydor
14. Wish You Were Here - Pink Floyd - Columbia
15. War Child - Jethro Tull - Chrysalis/WB
16. Fire - Ohio Players - Mercury
17. The Heat Is On - Isley Bros. - T-Neck
18. Chicago VIII - Chicago - Columbia
19. Heart Like A Wheel - Linda Ronstadt - Capitol
20. Welcome To My Nightmare - Alice Cooper - Atlantic
21. Love Will Keep Us Together - Captain & Tennille - A&M
22. Phoebe Snow - MCA
23. Fandango - ZZ Top - London
24. Serenade - Neil Diamond - Columbia
25. Photographs & Memories - Jim Croce - ABC
26. Toys In The Attic - Aerosmith - Columbia
27. An Evening With John Denver - RCA
28. Prisoner In Disguise - Linda Ronstadt - Asylum
29. Blood On The Tracks - Bob Dylan - Columbia
30. Venus & Mars - Paul McCartney & Wings - Capitol
31. Born To Run - Bruce Springsteen - Columbia
32. A Song For You - Temptations - Motown
33. Still Crazy After All These Years - Paul Simon - Columbia
34. Hearts - America - Warner Bros.
35. Miles Of Aisles - Joni Mitchell - Asylum
36. Verities & Balderdash - Harry Chapin - Elektra
37. John Denver's Greatest Hits - RCA
38. Why Can't We Be Friends - War - United Artists
39. Gorilla - James Taylor - Warner Bros.
40. Young Americans - David Bowie - RCA

1976

1. Frampton Comes Alive - Peter Frampton - A&M
2. Their Greatest Hits - Eagles - Asylum
3. Fleetwood Mac - Fleetwood Mac - Warner Bros.
4. Songs In The Key Of Life - Stevie Wonder - Tamla
5. History — America's Greatest Hits - America - Warner Bros.
6. At The Speed Of Sound - Wings - Capitol
7. Gratitude - Earth, Wind & Fire - Columbia
8. Breezin' - George Benson - Warner Bros.
9. A Night At The Opera - Queen - Elektra
10. The Dream Weaver - Gary Wright - Warner Bros.
11. Song Of Joy - Captain & Tennille - A&M
12. Rocks - Aerosmith - Columbia
13. KC And The Sunshine Band - TK
14. Silk Degrees - Boz Scaggs - Columbia
15. Spirit - Earth, Wind & Fire - Columbia
16. Chicago X - Chicago - Columbia
17. Fly Like An Eagle - Steve Miller Band - Capitol
18. Spitfire - Jefferson Starship - RCA
19. Boston - Boston - Epic.
20. Look Out For Number One - Brothers Johnson - A&M
21. The Song Remains The Same - Led Zeppelin - Swan Song
22. Black And Blue - Rolling Stones - Rolling Stones
23. I Want You - Marvin Gaye - Tamla
24. Desire - Bob Dylan - Columbia
25. Destroyer - Kiss - Casablanca
26. Beautiful Noise - Neil Diamond - Columbia
27. Main Course - Bee Gees - RSO
28. Hot On The Tracks - Commodores - Motown
29. A Night On The Town - Rod Stewart - Warner Bros.
30. Mothership Connection - Parliament - Casablanca
31. Tryin' To Get The Feeling - Barry Manilow - Arista
32. Chicago's Greatest Hits - Chicago - Columbia
33. Hasten Down The Wind - Linda Ronstadt - Asylum
34. Dreamboat Annie - Heart - Mushroom
35. Presence - Led Zeppelin - Swan Song
36. Greatest Hits - War - United Artists
37. Spirit - John Denver - RCA
38. Run With The Pack - Bad Company - Swan Song
39. Harvest For The World - Isley Bros. - T-Neck
40. Wild Cherry - Wild Cherry - Epic

1977

1. Rumours - Fleetwood Mac - Warner Bros.
2. Hotel California - Eagles - Asylum
3. Boston - Epic
4. Songs In The Key Of Life - Stevie Wonder - Tamla
5. Frampton Comes Alive - Peter Frampton - A&M
6. Original Soundtrack - Star Wars - 20th Century
7. A Star Is Born - Barbra Streisand - Columbia
8. Commodores - Motown
9. Fly Like An Eagle - Steve Miller - Capitol
10. Foreigner - Atlantic
11. I'm In You - Peter Frampton - A&M
12. Wings Over America - Capitol
13. Night Moves - Bob Seger - Capitol
14. Leftoverture - Kansas - Kirshner
15. CSN - Crosby, Stills & Nash - Atlantic
16. Shaun Cassidy - Warner Bros./Curb
17. Book Of Dreams - Steve Miller - Capitol
18. JT - James Taylor - Columbia
19. Greatest Hits - Linda Ronstadt - Asylum
20. Live At The Palladium - Marvin Gaye - Motown
21. A New World Record - ELO - UA/Jet
22. This One's For You - Barry Manilow - Arista
23. Cat Scratch Fever - Ted Nugent - Epic
24. Barry Manilow Live - Arista
25. Little Queen - Heart - Portrait
26. Animals - Pink Floyd - Columbia
27. Best Of The Doobie Brothers - Warner Bros.
28. Float On - The Floaters - ABC
29. Year Of The Cat - Al Stewart - Janus
30. Simple Dreams - Linda Ronstadt - Asylum
31. Bee Gees Live - RSO
32. Streisand Superman - Barbra Streisand - Columbia
33. Rejoice - Emotions - Columbia
34. Moody Blue - Elvis Presley - RCA
35. A Night On The Town - Rod Stewart - Warner Bros.
36. Rock & Roll Over - Kiss - Casablanca
37. I, Robot - Alan Parsons - Arista
38. Rocky Original Soundtrack - Bill Conti - UA
39. Go For Your Guns - Isley Brothers - T-Neck
40. Chicago XI - Columbia

1978

1. Saturday Night Fever - Bee Gees & Various Artists - RSO
2. The Stranger - Billy Joel - Columbia
3. Grease - Various Artists - RSO
4. Some Girls - The Rolling Stones - Rolling Stones
5. Double Vision - Foreigner - Atlantic
6. Running On Empty - Jackson Browne - Asylum
7. Point Of No Return - Kansas - Kirshner
8. Stowhand - Eric Clapton - RSO
9. Rumours - Fleetwood Mac - Warner Bros.
10. Natural High - The Commodores - Motown
11. Stranger In Town - Bob Seger - Capitol
12. AJA - Steely Dan - ABC
13. News Of The World - Queen - Elektra
14. Even Now - Barry Manilow - Arista
15. Foot Loose & Fancy Free - Rod Stewart - Warner Bros.
16. Don't Look Back - Boston - Epic
17. All 'N' All - Earth, Wind & Fire - Columbia
18. London Town - Wings - Capitol
19. The Grand Illusion - Styx - A&M
20. Simple Dreams - Linda Ronstadt - Asylum
21. Feels So Good - Chuck Mangione - A&M
22. City To City - Gerry Rafferty - United Artist
23. Earth - Jefferson Starship - Grunt
24. Shadow Dancing - Andy Gibb - RSO
25. Who Are You -The Who - MCA
26. Worlds Away - Pablo Cruise - A&M
27. Weekend In L.A. - George Benson - Warner Bros.
28. Sergeant Pepper's Lonely Hearts Club Band - RSO
29. Live And More - Donna Summer - Casablanca
30. Out Of The Blue - Electric Light Orchestra - Jet
31. Living In The U.S.A. - Linda Ronstadt - Asylum
32. But Seriously, Folks - Joe Walsh - Asylum
33. Alive II - Kiss - Casablanca
34. Nightwatch - Kenny Loggins - Columbia
35. Twin Sons Of Different Mothers - Dan Fogelberg/Tim Weisberg - Epic
36. Born Late - Shaun Cassidy - Warner Bros.
37. Pieces Of Eight - Styx - A&M
38. Darkness On The Edge Of Town - Bruce Springsteen -
39. 52nd Street - Billy Joel - Columbia
40. Showdown - The Isley Brothers - T-Neck

1979

1. Breakfast in America - Supertramp - A&M
2. Bad Girls - Donna Summer - Casablanca
3. Minute By Minute - Doobie Brothers - Warner Bros.
4. 52nd Street - Billy Joel - Columbia
5. Cheap Trick At Budokan - Cheap Trick - Epic
6. Spirits Having Flown - Bee Gees - RSO
7. Blondes Have More Fun - Rod Stewart - Warner Bros.
8. Get The Knack - The Knack - Capitol
9. Candy-O - The Cars - Elektra
10. In Through The Out Door - Led Zeppelin - Swan Song/Atlantic
11. 2 Hot! - Peaches & Herb - MVP/Polydor
12. Desolation Angels - Bad Company - Swan Song/Atlantic
13. I Am - Earth, Wind & Fire - ARC/Columbia
14. Midnight Magic - The Commodores - Motown
15. Dire Straits - Dire Straits - Warner Bros.
16. Briefcase Full Of Blues - Blues Brothers - Atlantic
17. Rickie Lee Jones - Rickie Lee Jones - Warner Bros.
18. Off The Wall - Michael Jackson - Epic
19. Discovery - Electric Light Orchestra - Jet
20. C'Est Chic - Chic - Atlantic
21. Barbra Streisand's Greatest Hits, Volume 2 - Barbra Streisand - Columbia
22. The Long Run - Eagles - Asylum
23. We Are Family - Sister Sledge - Cotillion/Atlantic
24. Cruisin' - Village People - Casablanca
25. Cornerstone - Styx - A&M
26. The Best Of Earth, Wind & Fire, Volume 1 - Earth, Wind & Fire - ARC/Columbia
27. Greatest Hits - Barry Manilow - Arista
28. Van Halen II - Van Halen - Warner Bros.
29. A Wild And Crazy Guy - Steve Martin - Warner Bros.
30. Head Games - Foreigner - Atlantic
31. Live And More - Donna Summer - Casablanca
32. Toto - Toto - Columbia
33. Tusk - Fleetwood Mac - Warner Bros.
34. Totally Hot - Olivia Newton-John - MCA
35. Double Vision - Foreigner - Atlantic
36. Teddy - Teddy Pendergrass - Philadelphia International
37. Million Mile Reflections - Charlie Daniels Band - Epic
38. The Gambler - Kenny Rogers - United Artists
39. Grease - Original Motion Picture Soundtrack - RSO
40. Parallel Lines - Blondie - Chrysalis

1980

1. The Wall - Pink Floyd - Columbia
2. Off The Wall - Michael Jackson - Epic
3. Glass Houses - Billy Joel - Columbia
4. Against The Wind - Bob Seger - Capitol
5. The Game - Queen - Elektra
6. The Long Run - The Eagles - Asylum
7. Christopher Cross - Christopher Cross - Warner Bros.
8. Urban Cowboy - Original Soundtrack - Full Moon
9. Greatest Hits - Kenny Rogers - Liberty
10. Damn The Torpedoes - T. Petty - Backstreet/MCA
11. Diana - Diana Ross - Motown
12. Hold Out - Jackson Browne - Asylum
13. Mad Love - Linda Ronstadt - Asylum
14. Emotional Rescue - Rolling Stones - Rolling Stones
15. Phoenix - Dan Fogelberg - Full Moon
16. On The Radio - Greatest Hits — Volumes I & II - Donna Summer - Casablanca
17. Guilty - Barbra Streisand - Columbia
18. Crimes Of Passion - Pat Benatar - Chrysalis
19. Just One Night - Eric Clapton - RSO
20. Xanadu - Original Soundtrack - MCA
21. Back In Black - AC/DC - Atlantic
22. Kenny - Kenny Rogers - United Artists
23. Empty Glass - Pete Townshend - Atco
24. The Whispers - The Whispers - Solar
25. Women And Children First - Van Halen - Warner Bros.
26. Give Me The Night - George Benson - Qwest
27. One Step Closer - The Doobie Brothers - Warner Bros.
28. Cornerstone - Styx - A&M
29. Heroes - The Commodores - Motown
30. The River - Bruce Springsteen - Columbia
31. Middle Man - Boz Scaggs - Columbia
32. Light Up The Night - Brothers Johnson - A&M
33. The Rose - Original Soundtrack - Atlantic
34. Go All The Way - Isley Brothers - T-Neck
35. Bebe Le Strange - Heart - Epic
36. McCartney II - Paul McCartney - Columbia
37. Tusk - Fleetwood Mac - Warner Bros.
38. Panorama - The Cars - Elektra
39. Gideon - Kenny Rogers - United Artists
40. The Empire Strikes Back - Original Soundtrack - RSO

1981

1. Hi Infidelity - REO Speedwagon - Epic
2. Paradise Theater - Styx - A&M
3. Greatest Hits - Kenny Rogers - Liberty
4. 4 - Foreigner - Atlantic
5. Double Fantasy - John Lennon/Yoko Ono - Geffen
6. Escape - Journey - Columbia
7. The Jazz Singer - Neil Diamond - Capitol
8. Crimes Of Passion - Pat Benatar - Chrysalis
9. Long Distance Voyager - Moody Blues - Threshold
10. Tattoo You - Rolling Stones - Rolling Stones
11. Moving Pictures - Rush - Mercury
12. Bella Donna - Stevie Nicks - Modern
13. Precious Time - Pat Benatar - Chrysalis
14. Street Songs - Rick James - Gordy
15. Guilty - Barbra Streisand - Columbia
16. Dirty Deeds Done Dirt Cheap - AC/DC - Atlantic
17. Mistaken Identity - Kim Carnes - EMI America
18. Arc Of A Diver - Steve Winwood - Island
19. Autoamerican - Blondie - Chrysalis
20. Hard Promises - Tom Petty - Backstreet/MCA
21. Zenyatta Mondatta - Police - A&M
22. Raise! - Earth, Wind & Fire - ARC
23. Back In Black - AC/DC - Atlantic
24. Don't Say No - Billy Squier - Capitol
25. Nine Tonight - Bob Seger - Capitol
26. Winelight - Grover Washington, Jr. - Elektra
27. The Innocent Age - Dan Fogelberg - Full Moon
28. Gaucho - Steely Dan - MCA
29. Physical - Olivia Newton-John - MCA
30. Share Your Love - Kenny Rogers - Liberty
31. Christopher Cross - Christopher Cross - Warner Bros.
32. Ghost In The Machine - Police - A&M
33. Face Value - Phil Collins - Atlantic
34. Face Dances - Who - Warner Bros.
35. Hotter Than July - Stevie Wonder - Tamla
36. Zebop! - Santana - Columbia
37. Working Class Dog - Rick Springfield - RCA
38. Endless Love - Original Soundtrack - Mercury
39. Private Eyes - Daryl Hall & John Oates - RCA
40. Breakin' Away - Al Jarreau - Warner Bros.

TOP SINGLES

(continued from page 10)

27. Here I Am - Air Supply - Arista
28. For Your Eyes Only - Sheena Easton - EMI America
29. Take It On The Run - REO Speedwagon - Epic
30. Step By Step - Eddie Rabbitt - Elektra
31. I Don't Need You - Kenny Rogers - Liberty
32. I Can't Go For That (No Can Do) - Daryl Hall & John Oates - RCA
33. The Best Of Times - Styx - A&M
34. Start Me Up - Rolling Stones - Rolling Stones
35. Every Little Thing She Does is Magic - Police - A&M
36. I Love A Rainy Night - Eddie Rabbitt - Elektra
37. Just The Two Of Us - Grover Washington, Jr. - Elektra
38. All Those Years Ago - George Harrison - Dark Horse
39. Stop Draggin' My Heart Around - Stevie Nicks with Tom Petty and The Heartbreakers - Modern
40. A Woman Needs Love - Ray Parker, Jr. & Raydio - Arista

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EXCERPTS OF AN INTERVIEW WITH JOE JACKSON FOLLOWING THE COMPLETION OF HIS LATEST ALBUM, "NIGHT AND DAY," WHICH WAS WRITTEN AND RECORDED ENTIRELY IN NEW YORK CITY.

INTERVIEWER: Does the album title, "NIGHT AND DAY," reflect 24 hours a day in the city?

JOE JACKSON: Yeah. Since moving to the city, I've seen many bizarre things while walking the streets. There is an amazing wealth and diversity of music going on here. I was describing a mood, a feeling of optimism. I feel this album is very optimistic. All the really uptempo stuff is called the "Night Side," whereas the ballads are on the "Day Side." Nighttime represents excitement. Daytime is when you have to cope with life and think about what's happening—and get over your hangover...like the point between getting over one hangover and acquiring another.

INT: The tracks from the "Night Side" all run into each other at a fast-driving, infectious pace...
J.J.: I thought it would make it that much more intense—like being in a club where every record cross-fades into the next. The poor, unfortunate listener doesn't have a chance to collect his thoughts—or take a breath! The side's last cut, "Steppin' Out," is a song about the romance of nightlife...

INT: What do you think it is, about nightlife, that gets into people's blood?
J.J.: Because it's fun, you know?

INT: "Breaking Us In Two," opens up side two. You've called it the "Day Side" because you like to take it a bit slower and easier...
J.J.: This album is a 50/50 mix, which I think is nice. If you feel in the mood to listen to some ballads, you can just put the "Day Side" on.

INT: It seems you're not afraid to sing with conviction and emotion, which is rare today.
J.J.: Yeah. You know, people are too concerned with whether they're going to appear cool, or hip, or whether their "street" credibility will suffer if they do this, or that. No one's going to be hip forever. Who cares. The important thing is to follow your instincts, and produce the best music you can.

INT: Again, from the "Day Side," the cut "Real Men" really grabs people. It's dramatic, almost Phil Spectorish at times. The instrumental is quite clear and the words are striking. They *mean* something.
J.J.: Yeah. Well, hopefully that's true. It's a song about the age old battle of the sexes. Times are changed, but no one's really quite sure what the score is. I think your average male has had his masculinity and supremacy threatened to the point where he's not sure what it is he's supposed to do. Intelligent, forward thinking, in the sexual arena, is being done by women. It's all about the way stereotypes have reversed, turned upside down and become meaningless.

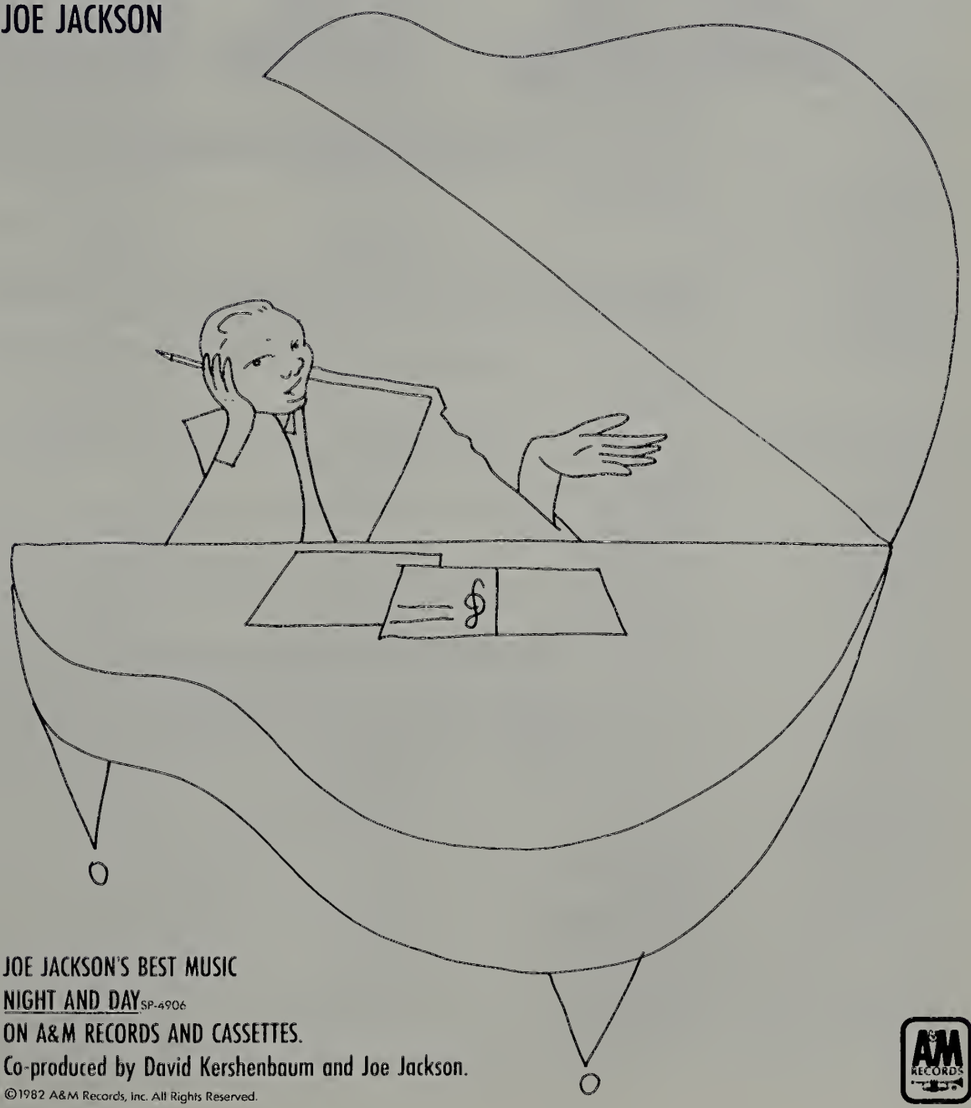
INT: Will you begin touring?
J.J.: We start off going all over Europe and England. We end up doing the biggest tour ever, of the States—four or five months. We have a few days off, now and again, to try and prevent ourselves from going crazy, but we'll be covering the whole country. Canada, as well.

INT: All of your albums have been so different... Any hints on the next?
J.J.: I've got a few ideas, but I'm not saying...

JOE JACKSON
NIGHT AND DAY

"People are too concerned with whether they're going to appear cool, or hip, or whether their 'street' credibility will suffer if they do this, or that. No one's going to be hip forever. Who cares. The important thing is to follow your instincts, and produce the best music you can."

JOE JACKSON



JOE JACKSON'S BEST MUSIC
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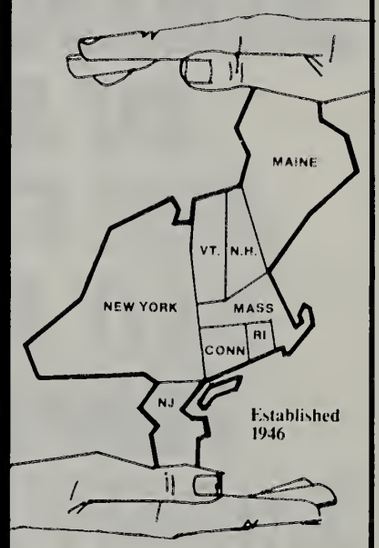

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(continued from page 20)

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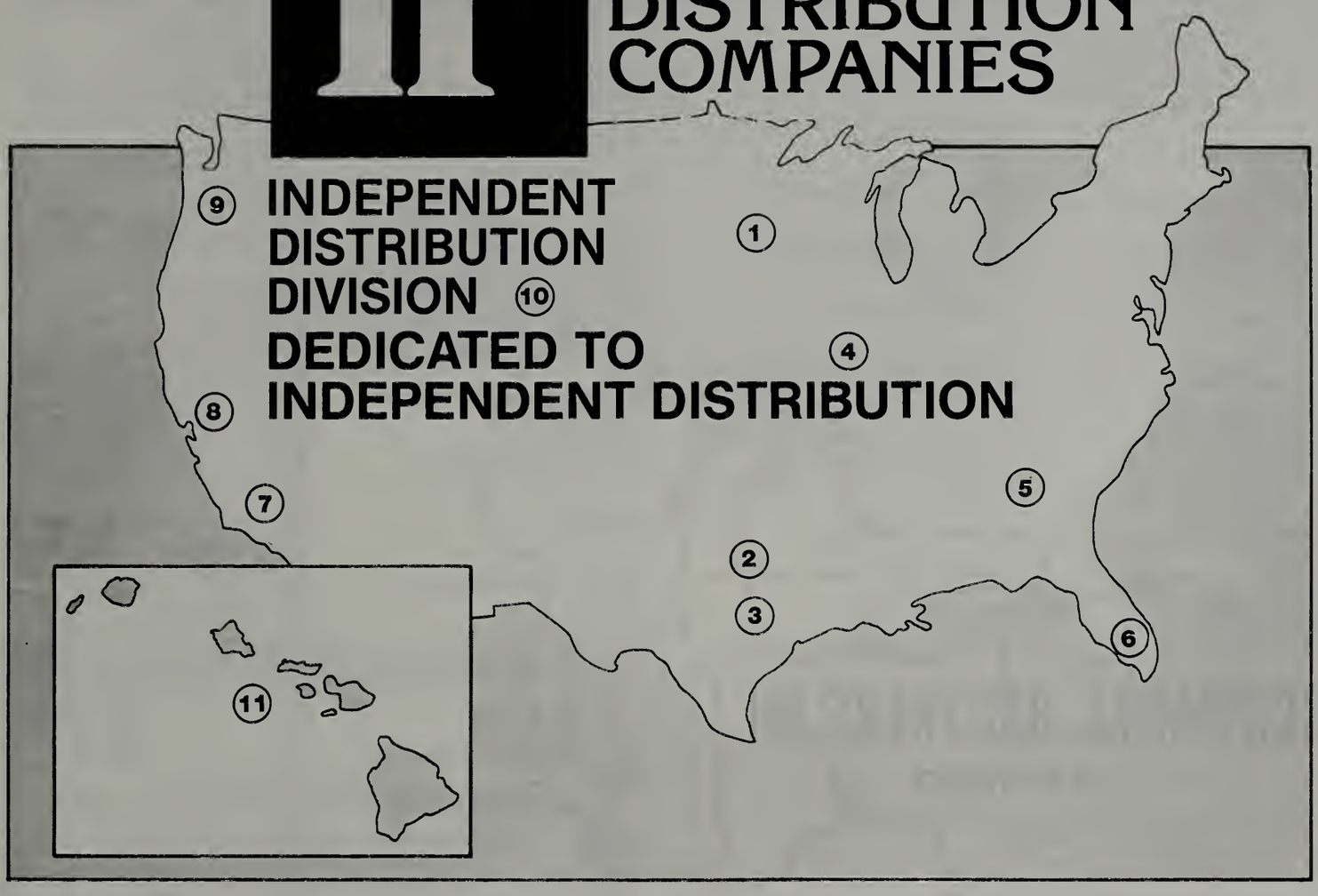

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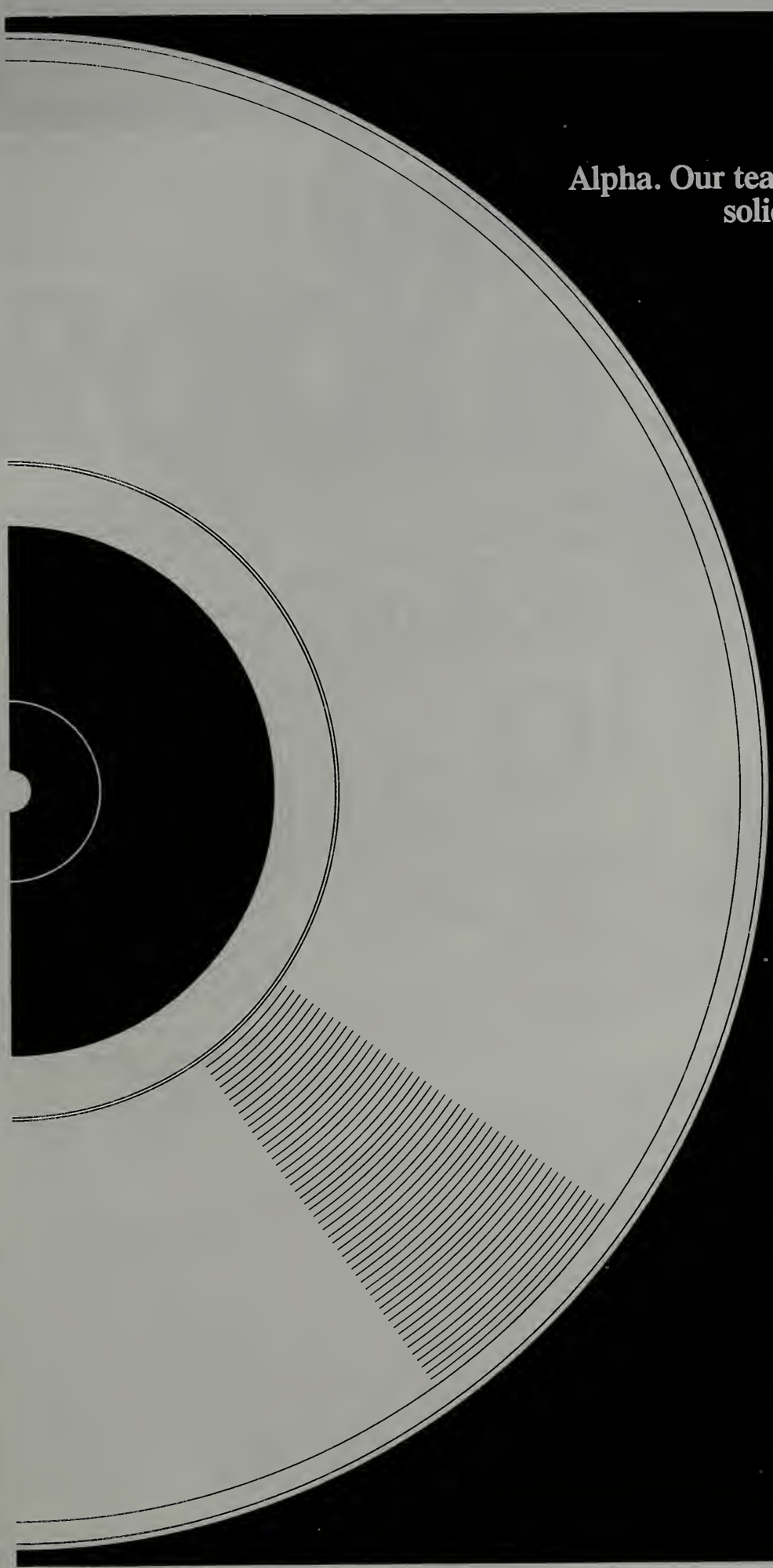

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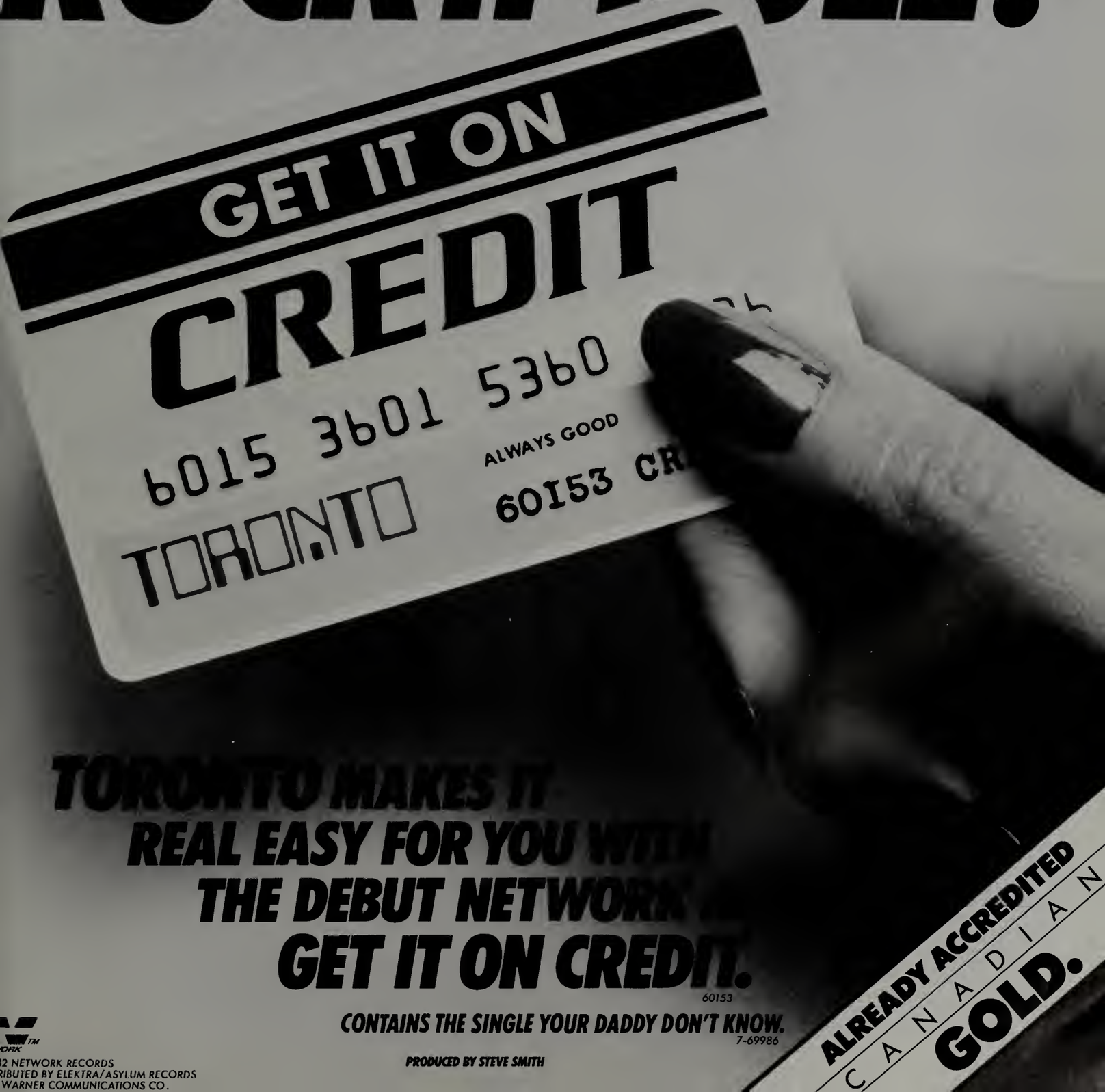

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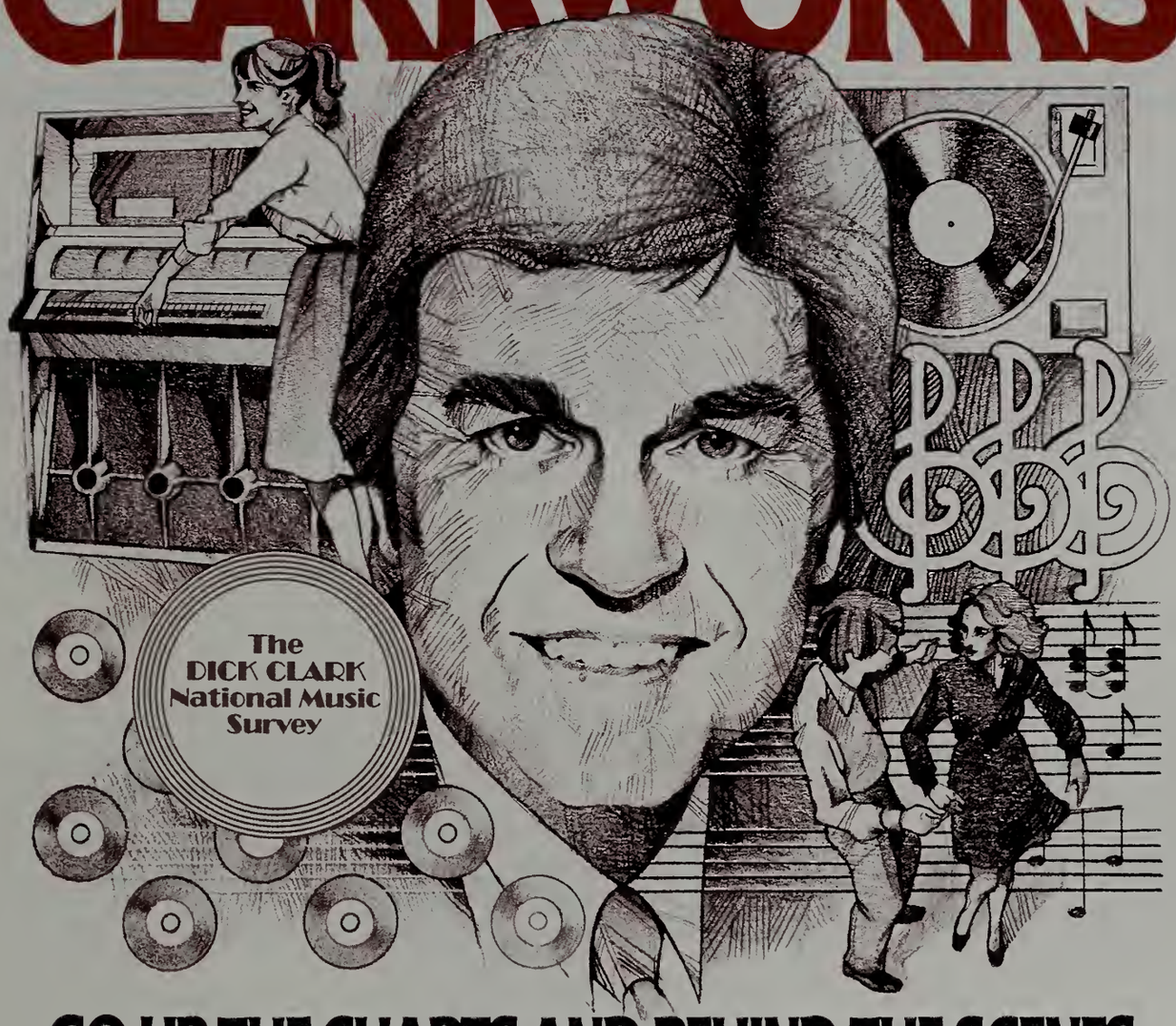

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Mike Spence/Branch Manager
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(continued from page 34)

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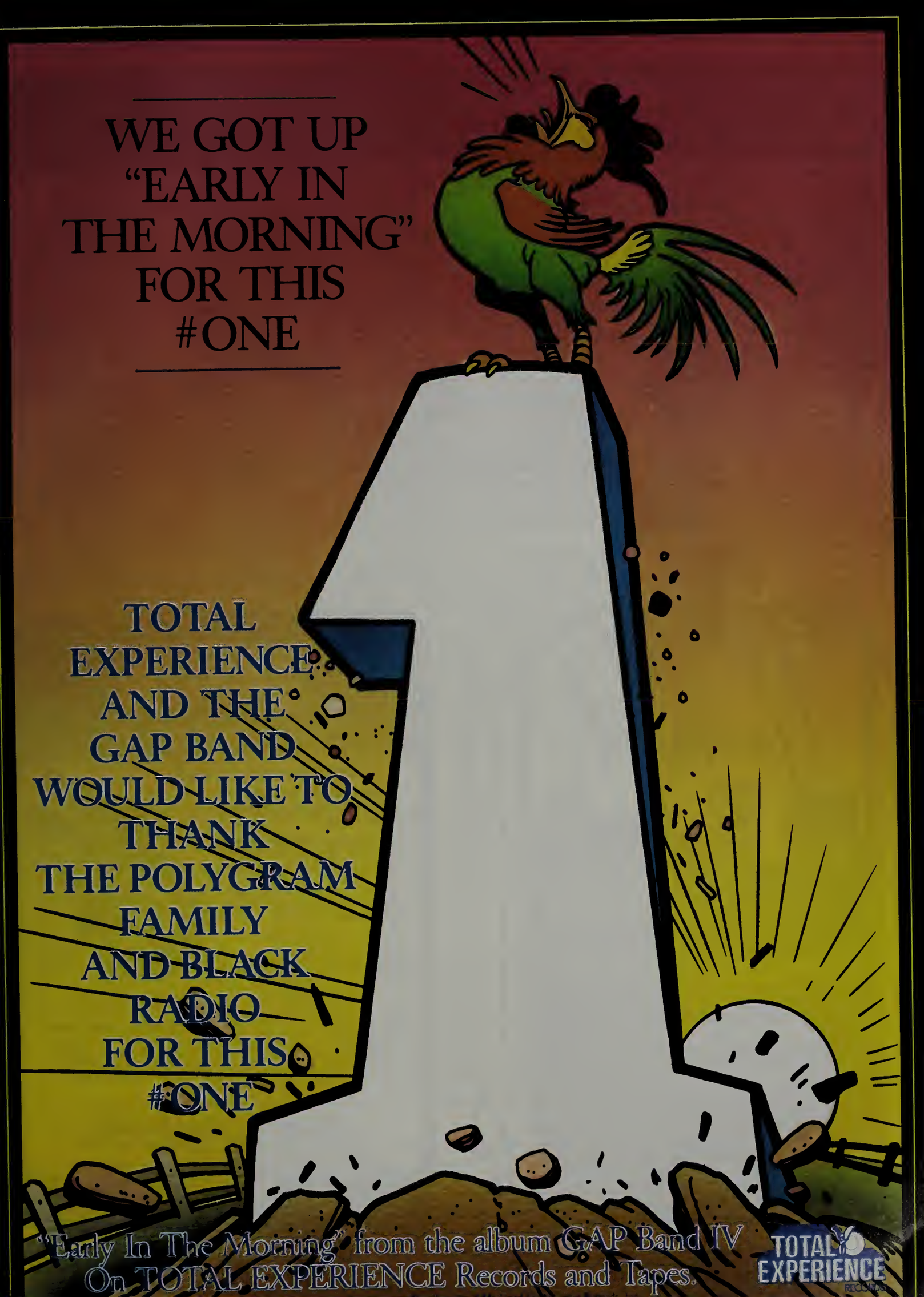
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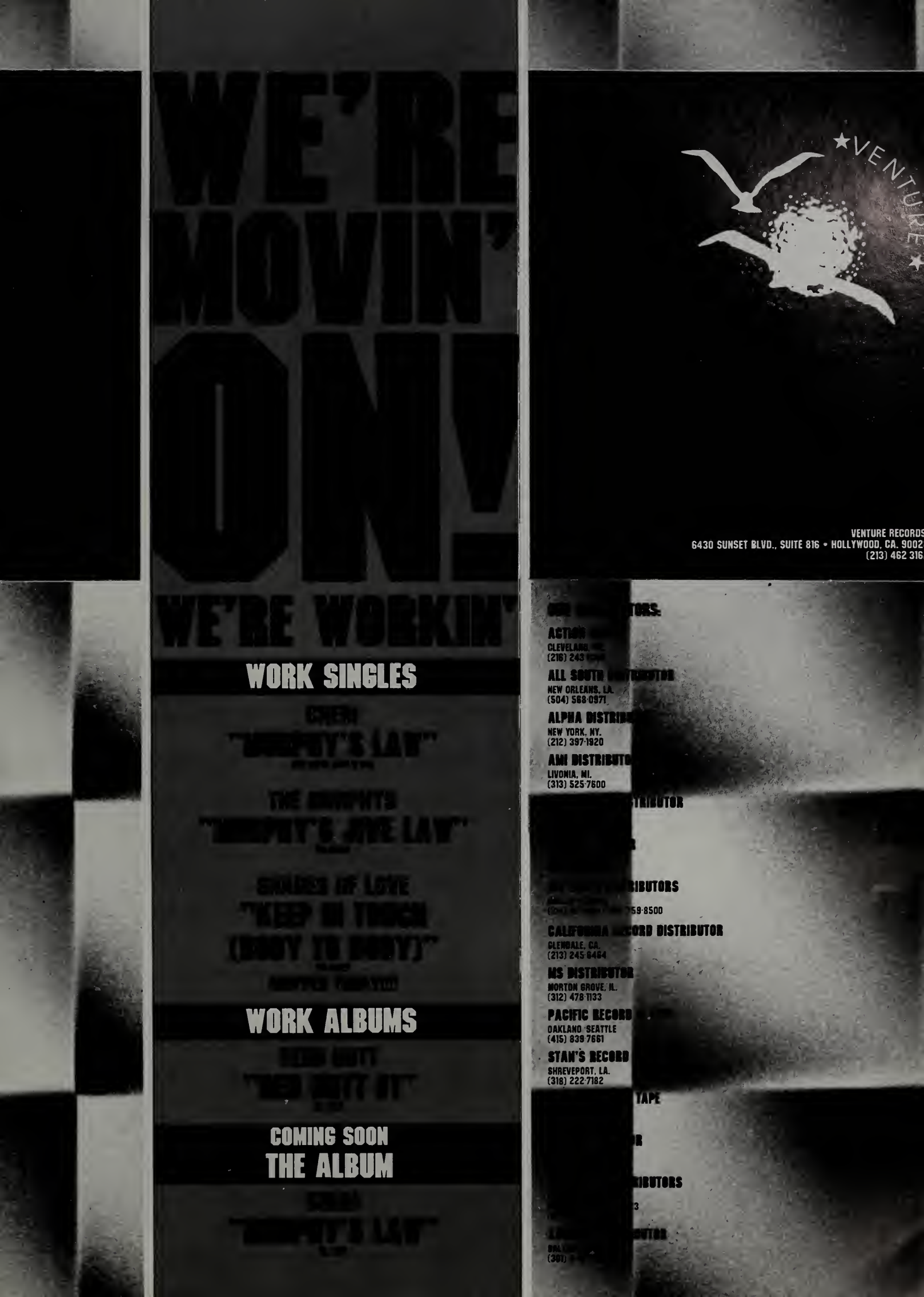
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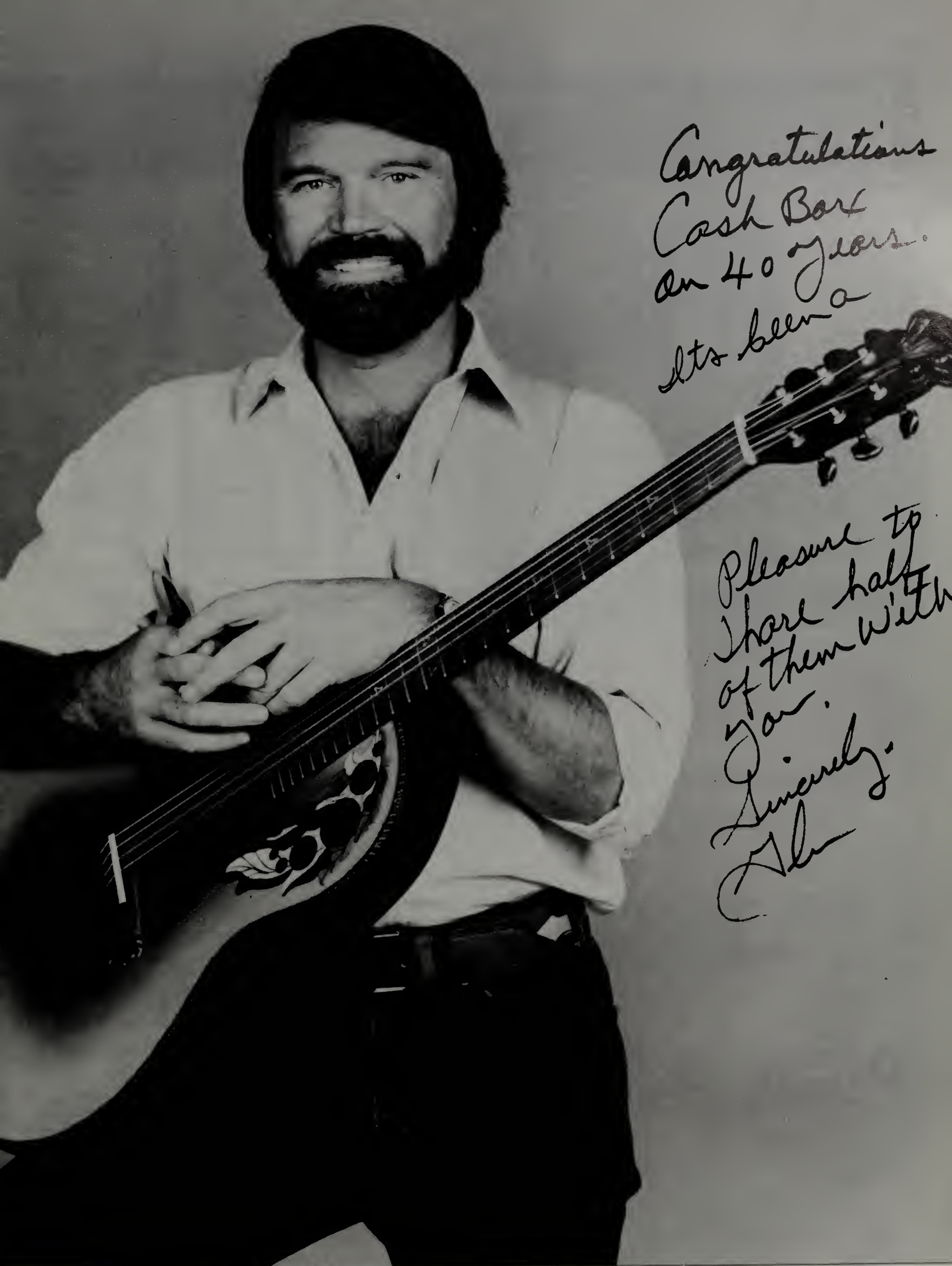

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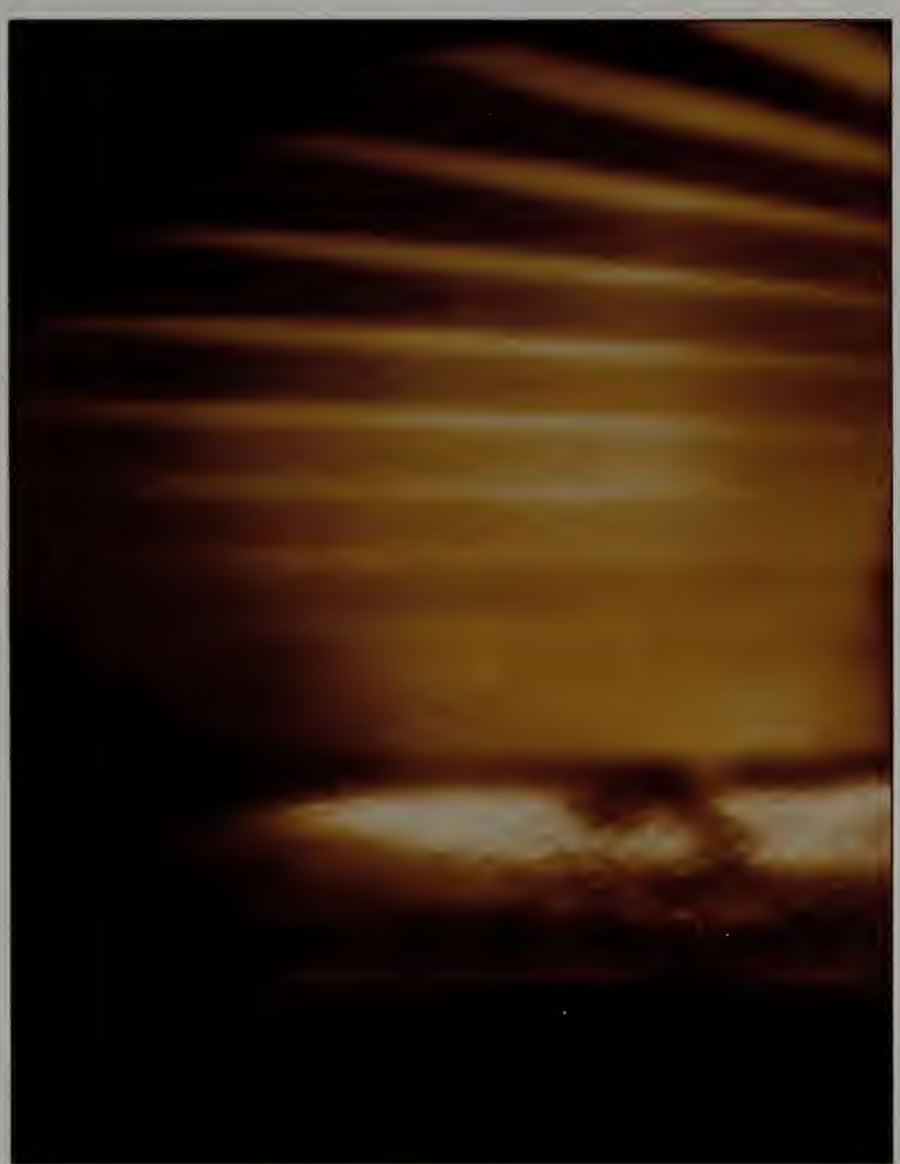

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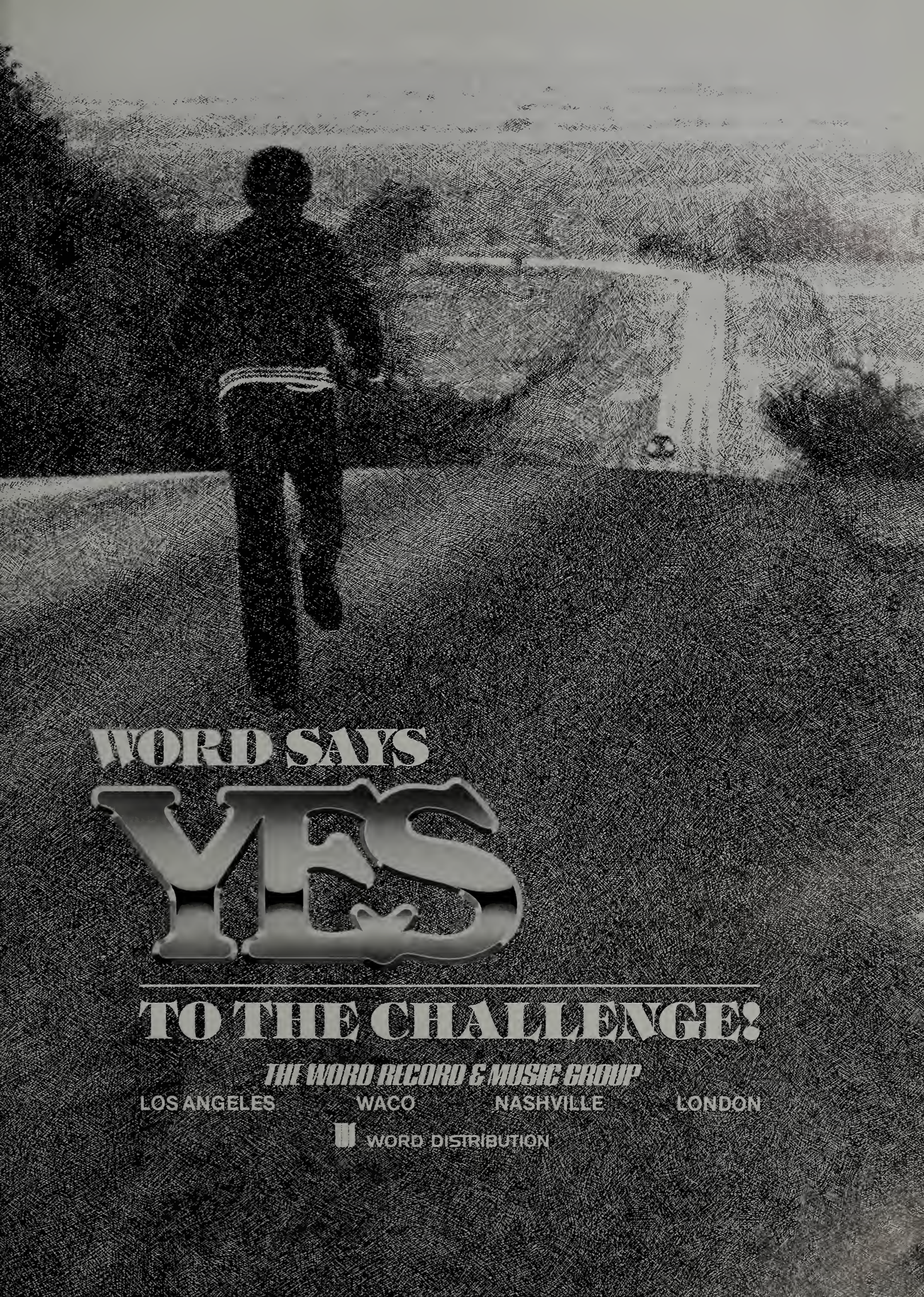
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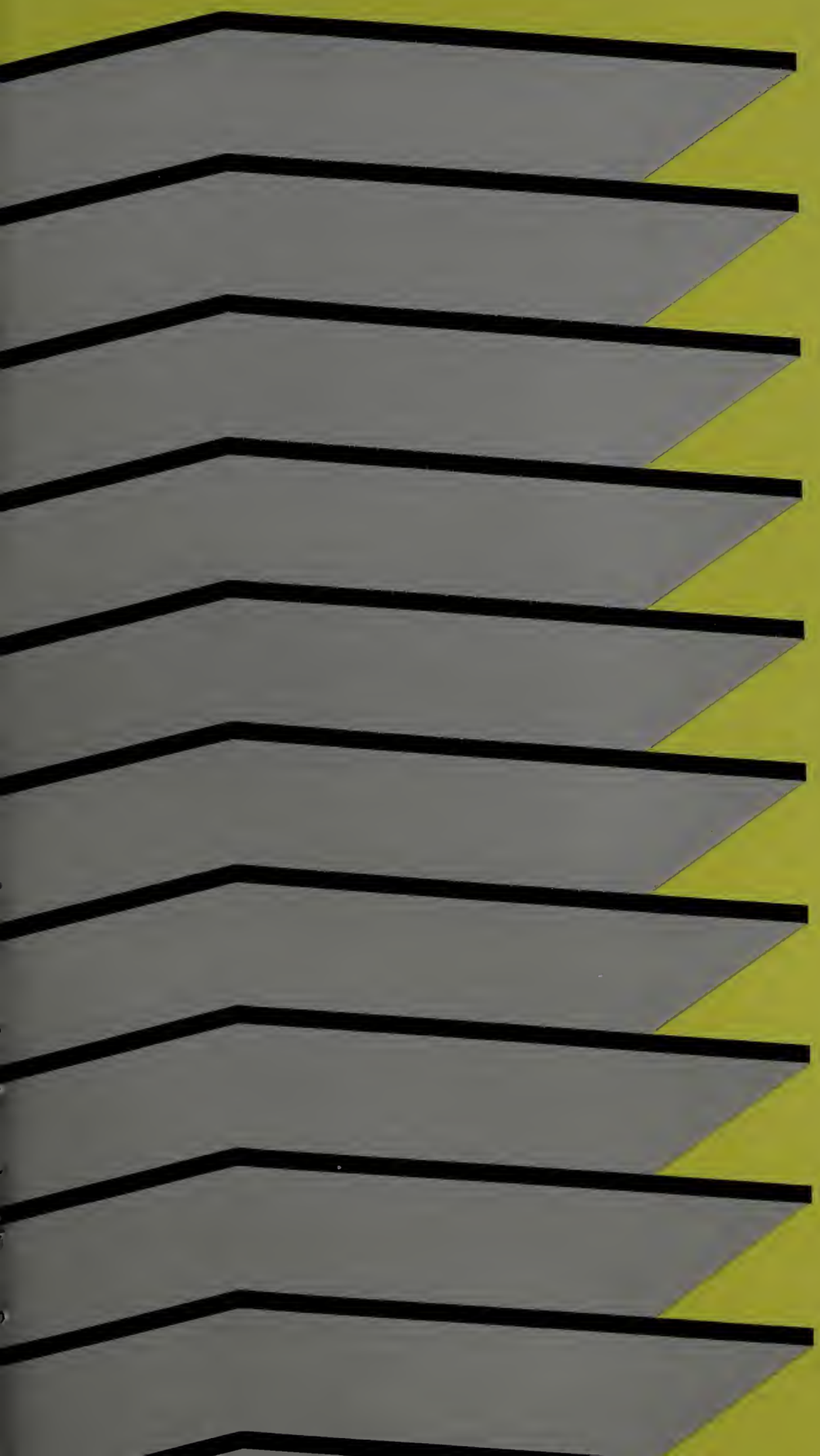

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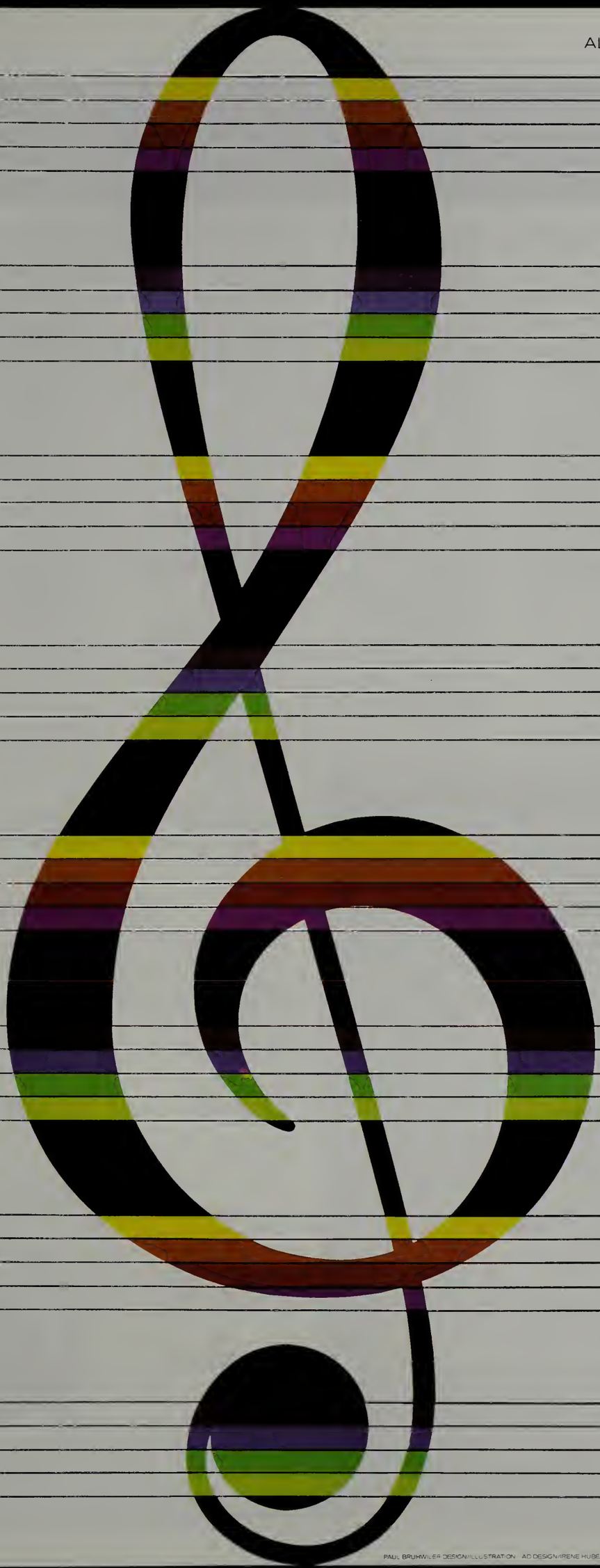

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MARSAINT — BMI
3809 Clematis Ave.
New Orleans, LA 70122
(504) 949-8386

MARTINEZ — ASCAP
c/o Lourie Jay
9 Hilgate St.
London W8 England
01-727-4185
01-727-2131

MARVIN GARDENS — ASCAP
c/o Boardwalk Ent. Corp.
4884 Sunset Blvd.
Beverly Hills, CA 90210
(213) 550-6363

MAYDAY — BMI
c/o Media Arts Inc.
1900 Ave. of Stars
Los Angeles, CA 90067
(213) 553-5434

MAYOPO — BMI
c/o Maggie Cavender
25 Music Cir. S.W.
Memphis, TN 37203
(615) 254-5721

McGUFFEY LANE — BMI
c/o Hat Bend Music
210 25 Ave. No.
Nashville, TN 37203
(615) 327-1711

McKENZIE BROS. MUSIC
c/o Louis Silverstein, Esq.
1075 Bay St. Suite 735
Toronto, Canada M5S2B1
(416) 968-2939

McNALLY — ASCAP
c/o Modern American Music
2323 Corinth Ave.
Los Angeles, CA 90067
(213) 479-8522

MEADOW RIDGE MUSIC — ASCAP
4545 Dempsey Ave.
Encino, CA 91436

MERCEY KERSEY — BMI
c/o Satin, Tennenbaum, Eichler & Zimmerman
2049 Century Park E.
Suite 3700
Los Angeles, CA 90067
(213) 553-1040

MERCURY SHOES MUSIC — BMI
40 Buckley Ave.
Sausalito, CA 94965
(415) 332-9351

MEROVINGIAN — BMI
c/o Bill Calderwood Esq.
110 W. 57th St.
New York, NY 10019
(212) 247-6460

METAL MACHINE — BMI
c/o Mason & Co.
75 Rockefeller Plaza
New York, NY 10019
(212) 421-3880

METERED — ASCAP
c/o Overland Productions
1775 Broadway
7th Floor
New York, NY 10019
(212) 489-4820

MIGHTY MATHIESON — (BMI)
c/o Shankman-DeBlasio
185 Pier Ave.
Main St. & Pier
Santa Moncia, CA 90405
(213) 396-3185

MIGHTY THREE MUSIC — (BMI)
309 S. Broad St.
Philadelphia, PA 19107
(215) 546-3510

117 S. Main, Suite 200
Seattle, WA 98104

MIJAC — BMI
c/o Mason & Sloan
9200 Sunset Blvd. Suite 505
Los Angeles, CA 90069
(213) 273-8351

MILENE — BMI
2510 Franklin Rd.
Nashville, TN 37204

RON MILLER — ASCAP
324 W. 76th St.
New York, NY 10023

MILWAUKEE MUSIC — BMI
7417 Sunset Blvd.
Los Angeles, CA 90046
(213) 874-1300

MINE MUSIC — ASCAP
c/o Sam Weintraub, Room 904
271 Madison Ave.
New York, NY 10016
(212) 684-8034

MR. MELODY MUSIC — BMI
234 W. Adams Blvd.
Los Angeles, CA 90007
(213) 746-0634

MISTER SUNSHINE — BMI
1019 Walnut St.
P.O. Box 5067
Macon, GA 31208
(912) 742-1291

Mmm — BMI
c/o Richard Shelton, Esq.
79 W. Monroe
Chicago, IL 60603
(312) 782-8854

MODERN AMERICAN — ASCAP
2323 Corinth Ave.
Los Angeles, CA 90067
(213) 473-1564

MONSTER ISLAND MUSIC PUBL'G. CORP. — ASCAP
c/o Padell, Nadell, Fine, Weinberger & Co.
1775 Broadway
New York, NY 10019
(212) 688-9800

MONTUNES — BMI
c/o Gordon & Hodge
544 Pacific Ave.
San Francisco, CA 94133
(415) 391-4550

MOOSE MUSIC — CAPAC
350 Davenport Rd.
Toronto, Ont.
Canada M5R1K8
(416) 924-1146

MORE ALESSI — BMI
c/o Tim Neece
Front Line Mgm't
9044 Melrose Ave., 3rd Fl.
Los Angeles, CA 90069
(213) 859-1900

BRYAN MORRISON — ASCAP
c/o Roemer, Nadler
605 3rd Ave. Suite 1501
New York, NY 10016
(212) 972-1100

MY BOYS MUSIC — ASCAP
c/o Terry Phillips
45 W. 45th St.
New York, NY 10036
(212)582-0430

MYCENAE — ASCAP
Admin: Martin Cohen
6430 Sunset Blvd.
Los Angeles, CA 90028
(213) 463-1151

N

NARROW DUDE — ASCAP
Admin: Geffen-Kaye
c/o Warner Bros.
9200 Sunset Blvd.
Los Angeles, CA 90069
(213) 273-3323

NEVERLAND MUSIC
c/o David Sonenberg
83 Riverside Dr.
New York, NY 10024
(212) 877-0400

NEW HIDDEN VALLEY — ASCAP
c/o Feinman & Kraslovsky
242 Madison Ave.
New York, NY 110017

NINETEEN EIGHTY FOE — BMI
c/o Tentmakers
P.O. Box 46035
Los Angeles, CA 90046
(213) 476-9971

NITE-STALK — ASCAP
c/o Gaff Mgmt.
9200 Sunset Blvd., Suite 710
Los Angeles, CA 90069
(213) 274-7100

NOW SOUNDS MUSIC — BMI
c/o Gelfan, Bresslauer, Rennert & Phelps
1880 Century Pk. E., 9th Floor
Los Angeles, CA 90067
(213) 553-1707

TREVOR NUNN — BMI
Eastman & Eastman
39 W. 54th St.
New York, NY 10019
(212) 581-1330

O

O.A.S. MUSIC PUB. — ASCAP
3140 E. Shadowlawn Ave.
Atlant, GA 30305
(404) 231-9888

RIC OCASEK — BMI
c/o Padell, Kaden & Nadell
405 Park Ave.
New York, NY 10022
(212) 421-3880

MICHAEL O'CONNOR — BMI
P.O. Box 1869
Studio City, CA 91604
(213) 762-7551

O'CONNOR SONGS — ASCAP
P.O. Box 1869
Studio City, CA 91604
(213) 762-7551

OLD SOCK MUSIC — ASCAP
c/o Evan Archard
644 N. Doheny Dr.
Los Angeles, CA 90069
(213) 271-2103

OLGA MUSIC — BMI
c/o Delores Jabara
135 79th St.
Brooklyn, NY 11209
(212) 748-2747

O'LYRIC — BMI
c/o Jim O'Loughlin
11833 Laurel Wood Dr., Suite 6
Studio City, CA 91604
(213) 506-5473

ON THE BOARDWALK — BMI
c/o Boardwalk Entertainment Co.
9884 Santa Monica Blvd.
Beverly Hills, CA 90210
(213) 550-6363

ONE-TO-ONE
c/o Bob Bregman
225 W. 57th St.
New York, NY 10019
(212) 586-1674

OVER THE RAINBOW — BMI
6430 Sunset Blvd., Suite 1502
Los Angeles, CA 90028
(213) 467-1135

P

PABLO CRUISE — BMI
c/o Irving Music
1358 No. La Brea
Los Angeles, CA 90028
(213) 469-2411

PADDLE MUSIC — BMI
6255 Sunset Blvd., Suite 1005
Hollywood, CA 90028
(213) 469-2951

PANGOLA — BMI
c/o Careers Music
6 W. 57 St.
New York, NY 10019
(212) 489-7400

DIRECTORY

TOP CHARTED PUBLISHERS

PANTS DOWN -- BMI
c/o Bruce Cohen
P.O. Box 878
Sonoma, CA 95476
(707) 938-4060

PARODY — BMI
c/o Don Bowman
Rt. 1
Briarcliff 2 #4
Spicewood, TX 78669
(512) 264-2235

PASHA MUSIC -- ASCAP
5615 Melrose Ave.
Los Angeles, CA 90038
(213) 466-3507

PATRICIA MUSIC -- BMI
c/o Big Seven Music
1790 Broadway
New York, NY 110019
(212) 582-4267

PEABO MUSIC — ASCAP
Contact: David Franklin
Omni Int'l, Suite 1290 S
Atlanta, GA 30303
(404) 688-2233

PEG MUSIC CO.
c/o Earl S. Shulman
111 E. 88th St.
New York, NY 10028
(212) 369-0761

PERKS -- BMI
c/o Al Perkins
17581 James Cousins Hwy.
Detroit, MI 48235
(313) 345-7522

PESO MUSIC — BMI
6255 Sunset Blvd., Suite 1019
Los Angeles, CA 90028
(213) 467-2181

PGP MUSIC — ASCAP
c/o PolyGram Pictures
Admin: Intersong
810 Seventh Ave.
New York, NY 110019
(212) 399-7170

6255 Sunset Blvd.
Los Angeles, CA 90028
(213) 469-5141

PI-GEM -- BMI
25 Music Sq. E.
Nashville, TN 37203
(615) 244-8950

PLAN TWO — ASCAP
c/o Chappell
810 7th Ave.
New York, NY 10019
(212) 399-7100

10 Music Cir. S.
Nashville, TN 37203
(615) 244-3382

PLANGENT VISION -- ASCAP
c/o Pink Floyd Music
69 New Bond St.
London, W1Y 9DE
England
01-408-1788

POINT MUSIC LTD.
c/o John Hade
18 Lillie Shall Rd.
London SW 4
England
01-622-9350

ROBBIE PORTER MUSIC -- BMI
9825 Melinda Dr.
Beverly Hills, CA 90210
(213) 271-0383

PRESSURE — PRS
Admin: EMI-U.K.
138/140 Charing Cross Rd.
London WC 2H Old
England
01-441-836-6699

PRIDE MUSIC GROUP
P.O. Box 120249
Nashville, TN 37212
(615) 244-8950

PRINCE STREET -- ASCAP
c/o Michael Masser
8579 Crescent Dr.
Los Angeles, CA 90046
(213) 654-8922

PSUEDO -- BMI
c/o Warwick Music
258 S. Beverly Dr.
Beverly Hills, CA 90212
(213) 275-4260

PUN — ASCAP
c/o Run It Music
P.O. Box 1314
New York, NY 10010
(212) 541-7283

55-59 Sharftbury Ave.
London W1V 7AA
England
01-439-8451

Q

QUEEN -- BMI
c/o GLS Prodn's
1509 Crossroads of the World,
Suite 104
Los Angeles, CA 90028
(213) 462-7101

R

RANJACK MUSIC -- BMI
c/o Mason & Sloan
9200 Sunset Blvd.
Los Angeles, CA 90069
(213) 273-8351

RARE BLUE -- ASCAP
9255 Sunset Blvd.
Los Angeles, CA 90069
(213) 550-0171

RAYDIOLA — ASCAP
2323 Corinth Ave.
Los Angeles, CA 90064
c/o Cavallo-Ruffalo-Fragnoli
(213) 473-1564

RAY-HAN
c/o Raymond Chew
3339 Bouch Ave.
Bronx, NY 10469
(212) 882-3474

REALLY USEFUL — BMI
Eastman & Eastman
39 W. 54th St.
New York, NY 10019
(212) 581-1330

RED AURRA -- BMI
c/o Robert Urband, Esq.
640 Lexington Ave.
New York, NY 10022
(212) 421-6249

RED GIANT -- ASCAP
c/o Vance
130 Beach 137th St.
Belle Harbour, NY 11694

REHTAKUL-VEETS — ASCAP
3388 Wrightview
Studio City, CA 91604

BURT REID -- BMI
250 W. 57th St., Suite 1005
New York, NY 10019

REYNOLDS — BMI
c/o Arista Careers Music
6 W. 57th St.
New York, NY 10019
(212) 489-7400

1888 Century Pk. E., Suite 1510
Los Angeles, CA 90067

RIGHTSONG -- BMI
c/o Chappell Music
810 7th Ave.
New York, NY 10019
(212) 399-7100

RITESONIAN — ASCAP
c/o Benjamin Wright
7454 Vista del Monte
Van Nuys, CA 91405

RIVA MUSIC -- ASCAP
9200 Sunset Blvd., Suite 710
Los Angeles, CA 90069
(213) 274-7100

ROBBINS MUSIC — ASCAP
c/o U.A. Music
6920 Sunset Blvd.
Los Angeles, CA 90028
(213) 461-9141

729 7th Ave.
New York, NY 10019
(212) 575-3000

ROCKNOCKER -- ASCAP
Joseph Rascoff & Co.
666 Fifth Ave.
New York, NY 10019
(212) 625-2180

ROCKOCKO — BMI
Admin: Handshake Music
25 W. 56th St.
New York, NY 10019

RODSONGS -- ASCAP
c/o Qwest
7250 Beverly Blvd., Suite 207
Los Angeles, CA 90036
(213) 934-4508

ROSEBUD — BMI
c/o Barovick, Onecky, Schwartz, Kay, Schiff
9665 Wilshire Blvd.
Beverly Hills, CA 90210
(213) 278-2752

ROSE KEY — ASCAP
c/o TTI
100 Colony Sq., Suite 2301
Atlanta, GA 30361
(404) 892-9694

ROSSTOWN — ASCAP
c/o Howard Marks
655 Madison Ave.
New York, NY 10021
(212) 752-7455

ROSSVILE -- BMI
c/o Loeb & Loeb
10100 Santa Monica Blvd., Suite 2200
Los Angeles, CA 90067
(213) 552-7783
Attn: John P. Frankenheimer, Esq.

RUDE — BMI
c/o A-2 Mgmt.
4852 Laurel Canyon Blvd.
No. Hollywood, CA 91607
(213) 985-3600

RYE-BOY — ASCAP
c/o Joel S. Turtle, Esq.
1901 Ave. of the Stars, Suite 1240
Los Angeles, CA 90067
(213) 277-2260

RAYDIOLA — ASCAP
c/o Cavallo-Ruffalo-Fragnoli
2323 Corinth Ave.
Los Angeles, CA 90064
(213) 473-1564

RED AURRA — BMI
c/o Robert Urband, Esq.
640 Lexington Ave.
New York, NY 10022
(212) 421-6249

RED GIANT — ASCAP
c/o Vance
130 Beach 137th St.
Belle Harbour
New York, NY 11694

BURT REID -- BMI
250 W. 57th St.
New York, NY 10019

ROSE BRIDGE -- BMI
1121 S. Glenstone
Springfield, MO 65804
(417) 869-6379

S

SAGGIFIRE -- BMI
c/o Cavallo-Ruffalo-Fragnoli Mgmt.
2323 Corinth Ave.
Los Angeles, CA 90064
(213) 473-1564

SAILOR -- ASCAP
c/o Gregg Fishback
2029 Century Pk. E., Suite 1370
Los Angeles, CA 90067
(213) 556-1956

SATELLITE III — ASCAP
Admin: Dick Griffey Prodn's.
9044 Melrose Ave.
Los Angeles, CA 90069
(213) 859-1717

SATURDAY -- BMI
c/o Mannat, Phelps, Rothberg & Tunney
1888 Century Park E., 21st Fl.
Los Angeles, CA 90067
(213) 468-3441

SCHWARTZCAKE -- BMI
c/o ATV Music
14 Dunndonald Dr.
Toronto, Ontario, M4Y 1K2
Canada
(416) 967-3375

SCREEN GEMS-EMI
1370 Ave. of Americas
New York, NY 10019
(212) 489-6740

6255 Sunset Blvd.
Los Angeles, CA 90028
(213) 469-8371

1207 16 Ave. S.
Nashville, TN 37212
(615) 320-7700

SEASONS 4 — BMI
c/o Peter C. Bennett
211 So. Beverly Dr.
Beverly Hills, CA 90212
(213) 278-7344

SECOND DECADE — BMI
Admin: Delightful Music
1733 Broadway
New York, NY 10019
(212) 757-6770

TERRY SHADDICK — ASCAP
6616 Emmet Terrace
Los Angeles, CA 90068
(213) 876-1520

SHAPIRO, BERNSTEIN & CO. — ASCAP
10 E. 53rd St.
New York, NY 10022
(212) 751-3395

SHEER -- ASCAP
1915 Interlaker Dr. E.
Seattle, WA 98112
(206) 324-5616

SHELLSONGS — BMI
4852 Laurel Canyon Blvd.
N. Hollywood, CA 91607
(213) 985-3800
Attn: Shelly Weiss

SHILLELAGH — BMI
c/o Mitchell, Silverberg & Knopf
1800 Century Park E.
Los Angeles, CA 90067
(213) 553-5000

SIENNA MUSIC — BMI
c/o Peter Shukat
111 W. 57th St.
New York, NY 10019

SIGGY — BMI
c/o Fox-Fanfare
8544 Sunset Blvd.
Los Angeles, CA 90069
(213) 657-8210

SILVER FIDDLE -- BMI
c/o Segel & Goldman
9348 Santa Monica Blvd, Suite 304
Beverly Hills, CA 90210
(213) 278-9200

SILVERLINE — BMI
c/o Linda Euliff
329 Lockland Rd.
Hendersonville, TN 37075
(615) 824-4924

SILVER SOUNDS -- ASCAP
c/o Spectrum VII
9044 Melrose Ave., 2nd Fl.
Los Angeles, CA 90069
(213) 859-1717

SIRENSONGS -- BMI
c/o Loeb & Loeb
10100 Santa Monica Blvd., Suite 2200
Los Angeles, CA 90067
(213) 552-7783

SIR GANT -- BMI
c/o Dean Gant
6520 Selma, Box 533
Los Angeles, CA 90028
(213) 461-3127

SIX CONTINENTS — BMI
c/o Interworld Music
8304 Beverly Blvd.
Los Angeles, CA 90048
(213) 852-0771

SLAM DUNK — ASCAP
1046 Carol Dr.
Los Angeles, CA 90069
(213) 278-2981

SLAPSHOT — BMI
2602 Glen Green St.
Los Angeles, CA 90068
(213) 464-5210

SMALL HILL
Neil Levine Assoc.
9595 Wilshire Blvd., Suite 505
Beverly Hills, CA 90212
(213) 858-8300

SMOKIE -- PRS
Admin: Careers Music
6 W. 57th St.
New York, NY 10019
(212) 489-7400

1888 Century Park E., Suite 1510
Los Angeles, CA 90067
(213) 553-1777

SNEAKER -- BMI
4852 Laurel Canyon Blvd.
N. Hollywood, CA 91607
(213) 985-3800

SNOW MUSIC — ASCAP
c/o Segel & Goldman
9348 Santa Monica Blvd., Suite 304
(213) 278-9200

Studio 55
5505 Melrose Ave.
Los Angeles, CA 90038
(213) 466-4306

SNUG MUSIC — BMI
Bruce Cohn Music
P.O. Box 878
Sonoma, CA 95476
(707) 938-1212

SOLID GOLD -- PRO
c/o Dixon-Propas
180 Bloor St. W., Suite 400
Toronto, Ontario M5S 2V6
Canada
(416) 960-9111

SOLID SMASH — ASCAP
100 Main St.
Redding, MA 01867
(617) 944-0423

SOMERSET -- ASCAP
c/o Bud Prager
1790 Broadway
New York, NY 10019
(212) 765-8450

SONG BIZ SONGS — BMI
110 21st Ave. S.
Nashville, TN 37203
(615) 327-0514

SONG CAN SING — ASCAP
c/o Belinda Wilson
1728 Fareholm Ct.
Los Angeles, CA 90046
(213) 874-5324

SONGS OF BANDIER-KOPPLEMAN — ASCAP
c/o The Entertainment Co.
40 W. 57th St.
New York, NY 10019
(212) 586-3600

SONGS OF MANHATTAN ISLAND — BMI
The Entertainment Co.
40 W. 57th St.
New York, NY 10019
(212) 265-2600

SONGS OF THE KNIGHT
c/o William Squier
625 West End Ave., Apt 1A
New York, NY 10024
(212) 799-7077

SOUND DIAGRAM
3-4 E. Norton Pl.
Abbey Hill, Edingurgh EH7 59R
Scotland
031-661-5811

SOUTHERN MUSIC — ASCAP
c/o Peer-Southern Org.
1740 Broadway
New York, NY
(212) 265-3910

6922 Hollywood Blvd.
Los Angeles, CA 90028
(213) 469-1667

1511 Sigler St.
Nashville, TN 37203
(615) 244-6200

SPECIAL MUSIC — ASCAP
c/o Evan Archard
644 No. Doheny Dr.
Los Angeles, CA 90069
(213) 271-2103

SPECTRUM VII -- ASCAP
9044 Melrose Ave.
2nd Fl.
Los Angeles, CA 90069
(213) 859-1717

SPHERIC B.V. — ASCAP
c/o Buma, Het Bureau, Voor Muzick-Auteursrecht
Marius Bauerstraat 30
Amsterdam 17
Holland

MICHAEL STANLEY — ASCAP
c/o Belkin-Maduri
28001 Chagrin Blvd.
Cleveland, OH 44122
(216) 464-5990

STATE OF THE ARTS — ASCAP
c/o Fitzgerald-Hartley
7250 Beverly Blvd.
Los Angeles, CA 90036
(213) 934-8002

STERLING MUSIC CO. — ASCAP
8907 Wilshire Blvd., Suite 102
Beverly Hills, CA 90211
(213) 652-5131

STIGWOOD MUSIC -- BMI
Admin: Chappell
810 7th Ave.
New York, NY 10019
(212) 399-7100

RSO
1775 Broadway
New York, NY 10023
(212) 975-0700

STONE AGATE MUSIC — BMI
c/o Jobete
6255 Sunset Blvd.
Los Angeles, CA 90028
(213) 468-3500

157 W. 57th St.
New York, NY 10019
(212) 581-7420

STONEBRIDGE MUSIC — ASCAP
c/o Bicycle Music Co.
8756 Holloway Dr.
Los Angeles, CA 90067
(213) 659-6361

STONE CITY — ASCAP
c/o Mary Jane Prodn's.
1775 Broadway, 7th Fl.
New York, NY 10019
(212) 975-0900

STONE DIAMOND MUSIC -- BMI
c/o Jobete Music
6255 Sunset Blvd.
Los Angeles, CA 90028
(213) 468-3438

STRANGE EUPHORIA — ASCAP
c/o Albatross Mgm't.
6300 S. Center Blvd.
Seattle, WA 98188
(206) 241-2320

SUGARHILL MUSIC — BMI
1790 Broadway
New York, NY 10019
(212) 757-9880

SUGAR SONG MUSIC — BMI
c/o MCA
445 Park Ave.
New York, NY 10022
(212) 759-7500

100 Universal City Plz.
Universal City, CA
(213) 769-3565

SUNG SONGS — PRO
c/o Dixon-Propas
180 Bloor St. W.
Toronto, Ontario M5S2V6
Canada
(416) 960-9111

SUPER RON — BMI
c/o Joe Gottfried
15456 Cabrito Rd.
Van Nuys, CA 91406
(213) 873-7370

SWANEE BRAVO — BMI
Marty Panzer
500 E. 77th St., Apt. 1627
New York, NY 10021
(212) 628-4922

SWEETBEAT MUSIC — ASCAP
29169 Heathercliff Rd., Suite 202
Malibu, CA
(213) 457-3611

SWEET CITY — ASCAP
28001 Chagrin Blvd.
Cleveland, OH 44122
(216) 464-5990

SWEET HARMONY -- ASCAP
c/o Rondor Music Inc.
1416 N. La Brea Ave.
Los Angeles, CA 90028
(213) 464-7581

T

TEK — BMI
P.O. Box 1485
Lake Charles, LA 70602

TERRAFORM -- ASCAP
Admin: Fourth Fl., P.O. Box 135
Bearsville, NY 12409
(914) 679-7303

THAMES TALENT -- ASCAP
1345 Ave. of Americas
New York, NY 10019
(212) 541-6740

THE NINE MUSIC -- ASCAP
Admin: Warner Music
9200 Sunset Blvd.
Los Angeles, CA 90069
(213) 273-3323

75 Rockefeller Plaza
New York, NY 10019
(212) 484-8000

TIONNA MUSIC
c/o Lee Phillips, Esq.
1888 Century Park E.
Los Angeles, CA 90067
(213) 556-1500

TOTAL EXPERIENCE — BMI
6226 Yucca St.
Los Angeles, CA 90028
(213) 462-6585

TOUGHKNOT — ASCAP
c/o Warner Bros.
9200 Sunset Blvd.
Los Angeles, CA 90069
(213) 273-3323

TOWSER TUNES — BMI
c/o Ina Meibach & J.D. Kramer
888 7th Ave.
New York, NY 10019
(212) 965-4936

TREE PUBLISHING CO. INC.,— BMI
P.O. Box 1273, 8 Music Sq. W.
Nashville, TN 37202
(615) 327-3162

TRIUMPH -- CAPAC
c/o Alex Andronache
3611 Mavis Rd., Unit 5
Mississauga, Ontario
Canada
(416) 279-4000

TRUMAR — BMI
c/o Marvin Schlacter
Prelude Records
299 W. 57th St.
New York, NY 10019
(212) 581-4890

TUNEWORKS — BMI
c/o Dennis Lambert
15625 Vandorf
Los Angeles, CA 91436
(213) 278-8970

TURTLE — BMI
c/o Theodore Glasser
14756 Collier St.
Woodland Hills, CA 91364

TUTONE KELLER
P.O. Box 635
Malibu, CA 90265
(213) 456-8867

20TH CENTURY — ASCAP
8544 Sunset Blvd.
Los Angeles, CA 90069
(213) 657-8210

U

UJIMA — ASCAP
c/o Reggie Andrews
8617 4th Ave.
Inglewood, CA 90305
(213) 971-2515

UNART MUSIC CORP. — BMI
U.A. Music Bldg. Group Inc.

(continued on page 32)

DIRECTORY

PERSONAL MANAGERS

A

Acuff-Rose Artists Corp.
2510 Franklin Rd.
Nashville, TN 37204
(615) 385-3031
Pres: Wesley Rose

Adam's Dad Management Co.
827 Folsom St.
San Francisco, CA 94107
(415) 777-2930
Pres: David Rubinson

Jimmie Addington Enterprises
P.O. Box 1921
Bakersfield, CA 93303
(805) 323-0541

Albatross Management
6300 Southcenter Blvd. #200
Seattle, WA 98188
(206) 241-2320

Advanced Alternative Media
277 Church St., 3rd Flr.
New York, NY 10013
(212) 226-1473

Alive Enterprises, Inc.
6525 Sunset Blvd.
6th Floor
Hollywood, CA 90028
(213) 856-0000
Pres: Shep Gordon

Bruce Allen Talent Promotion
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Mailing address:
721 S. Glenwood Pl.
Burbank 91506

THE AUTOMATT
829 Folsom St.
San Francisco 94107
(415) 777-4111

BEAR WEST STUDIOS
915 Howard St.
San Francisco 94103
(415) 543-2125

BELL SOUND STUDIOS INC.
916 N. Citrus Ave.
Hollywood 90038
(213) 461-3036

BIG TIME STUDIOS
326½ N. LaCienega Blvd.
Hollywood 90048
(213) 659-0688

BRANDT'S RECORDING STUDIOS CAMELIA & PEL-MEL RECORDS GENTLE WIND PUB. CO., BMI
1030 48th St.
Sacramento 95819
(916) 451-3400

CALIFORNIA REC'G. STUDIOS
5203 Sunset Blvd.
Hollywood 90027
(213) 666-1244

CAPITOL REC. INC.
1750 N. Vine St.
Hollywood 90028
(213) 462-6252

CBA REC'G. STUDIO
3210 W. 54th St.
Los Angeles 90043
(213) 769-3700

CHATEAU REC'RS. INC.
5500 Cahuenga
N. Hollywood 91601
(213) 769-3700

CHEROKEE STUDIOS
751 N. Fairfax
Hollywood 90046
(213) 653-3412

CITY RECORDERS
1438 N. Gower St.
Level B
Hollywood 90028
(213) 464-6558

CLOVER REC'G. STUDIO
6232 Santa Monica Blvd.
Hollywood 90038
(213) 463-2371

COAST REC'RS.
1340 Mission St.
San Francisco 94103
(415) 864-5200

COLLEGE FOR REC'G. ARTS
665 Harrison St.
San Francisco 94107
(415) 781-6306

CONWAY REC'G.
655 N. St. Andrews Pl.
Hollywood 90004
(213) 463-2175

CRYSTAL SOUND REC'G.
1014 N. Vine
Hollywood 90036
(213) 466-6453

DAVLEN STUDIOS
4162 Lankershim Blvd.
Universal City 91602
(213) 980-8700

DAWNBREAKER REC'G. STUDIO
216 Chatsworth Dr.
San Fernando 91340
(213) 365-9371

DEVONSHIRE SOUND STUDIOS
10729 Magnolia Blvd.
N. Hollywood 91601
(213) 985-1945

DIFFERENT FUR REC'G.
3470 19th St.
San Francisco 94110
(415) 864-1967

DIGITAL SOUND REC'G.
607 N. Ave. 64
Los Angeles 90042
(213) 258-6741

PHIL EDWARDS REC'G.
1338 Mission St.
San Francisco 94103
(415) 861-4439

EFX STUDIO
919 N. Victory Blvd.
Burbank
(213) 842-3957

PERSONAL MANAGERS

(continued from page 63)

Monument Record Corp.
21 Music Sq. E.
Nashville, TN 37203
(615) 244-6565

Dale Morris & Associates
812 19th Ave. So.
Nashville, TN 37203
(615) 327-3400

Susan Munao Management Co., Inc.
1224 N. Vine St.
Los Angeles, CA 90038
(213) 467-2227

Dann Moss Productions, Inc.
9220 Sunset Blvd., Suite 306
Los Angeles, CA 90069
(213) 278-8090

Musicad
723 Pine Tree Dr.
Indian Harbor, FL 32937
(305) 773-1600
Peter Gray Terhune
John T. Lasche

N

Al Nalli Prod'ns.
312 S. Ashley
Ann Arbor, MI 48104
(313) 769-5454
Pres: Al Nalli

N. C. Productions, Inc.
9000 Sunset Blvd., #1105
Los Angeles, CA 90069
(213) 274-8801

Nemperor Artists Ltd.
888 Seventh Ave. Fl. 16
New York, NY 10106
(212) 541-6210
Pres: Nat Weiss

Rick Newman
154 W. 57th St.
10th Floor
New York, NY 10019
(212) 977-5160

Nightmare Prodn's.
Box 404
San Francisco, CA 94101
(415) 885-2561

Roy A. Norman
Omnibus Management
150 W. 58th St.
New York, NY 10019
(212) 977-4166
Intl. TLX: 238790
Domestic TLX: 968003

O

Omnibus Management
Roy A. Norman
150 W. 58th St.
New York, NY 10019
(212) 977-4166
Intl. TLX: 238790
Domestic TLX: 968003

Open Door Management
9000 Sunset Blvd.
Suite 611
Los Angeles, CA 90069
(213) 550-1010

P

Pablo Recs. Inc.
451 N. Canon Dr.
Beverly Hills, CA 90210
(213) 274-9831
Pres: Norman Granz

David Passick Management
1776 Broadway 15th Fl.
New York, NY 10019
(212) 582-6024

Pattack Prod'ns.
314 Huntley Dr.
Los Angeles, CA 90048
(213) 652-2222

Plaid Child Management
2215 Perimeter Park, Suite 21
Atlanta, GA 30341
(404) 451-5999
Pres: Doc Field

Robert Porter
9 Music Square W.
Nashville, TN 37203
(615) 320-1187
Pres: Robert Porter
Mgr. Jerry Lee Lewis

Q

Quest Assoc.
Summit Park West
Danbury CT 06810
(203) 743-6292

R

Robert "Rac" Racouillat
7934 Mission Center Ct.
San Diego, CA 92108
(714) 296-9641

Radin Associates
P.O. Box MMMM
Southampton, L.I., NY 11968
(516) 283-9100

Zelma Reddings
882 Haiw St.
Macon, GA 32101

c/o Russell Timmons
1420 K. St. N.W.
Washington, D.C. 20050
(912) 986-5974

John Reid Enterprises Ltd.
104 Lancaster Gate
London W2 3NT
England
(01) 258-3585
Chairman: John Reid

Lloyd Zane Remick
1529 Walnut St. 6th Fl.
Philadelphia, PA 19102
(215) 568-0500

Sylvia Robinson
96 West St.
Englewood, NJ 07631
(201) 569-5170

Patrick F. Rockhill
6565 Sunset Blvd. #315
Hollywood, CA 90028
(213) 466-4106

Rojan Productions, Inc.
6290 Sunset Blvd., Suite 1701
Los Angeles, CA 90028
(213) 462-1846

The Rosebud Agency
P.O. Box 1897
San Francisco, CA 94101
(415) 566-7009

Al Ross
1900 Ave. of the Stars
Suite 1600
Los Angeles, CA 90067
(213) 277-5253

David Rubinson & Friends
827 Folsom St.
San Francisco, CA 94107
(415) 777-2930

S

Salsoul Records
401 Fifth Ave.
New York, NY 10016
(212) 889-7340
Pres: Ken Cayre

Carole Sanders
250 W. 57th St., Suite 2411
New York, NY 10017
(212) 582-7273

Alfred W. Schlesinger
Attorney
6255 Sunset Blvd., Suite 1214
Hollywood, CA 90028
(213) 462-6011

Al Schwartz
c/o Alfa Recs.
1015 N. Fairfax Ave.
Los Angeles, CA 90046
(213) 654-1100

Secret Management Associates
65 E. 55 St., Suite 902
New York, NY 10022
(212) 888-0888

Sharr Enterprises
9145 Sunset Blvd.
Los Angeles, CA 90069
(213) 278-1981

Sidney A. Seidenberg Inc.
1414 Ave. of the Americas
New York, NY 10019
(212) 421-2021

Shankman DeBlasio, Inc.
185 Pier Ave.
Main St. & Pier
Santa Monica, CA 90405
(213) 396-3185

Rob Smith/Natchez/Natchez Entertainment
P.O. Box 08120
Jackson, MS 39218
(601) 939-8445

Sound Seventy Management Inc.
The Sound Seventy Suite
210 25th Ave. N.
Nashville, TN 37203
(615) 327-1711

SoundTouch Management
c/o Louise Eejima
3670 Glendon Ave.
Los Angeles, CA 90034
(213) 559-4526

South Side Management
P.O. Box 121321
Nashville, TN 37212
(615) 385-4748

SRO Prodn's. Inc.
c/o Oak Manor
12261 Yonge St.
P.O. Box 1000
Oak Ridges, Ont., LOG1OP
Canada
(416) 773-4371

Stardust Enterprises, Inc.
4600 Franklin Ave.
Los Angeles, CA 90027
(213) 660-2553

Sarah Stein Publicity & Management
3312 Long Blvd. 4-b
Nashville, TN 37203
(615) 269-5296

Stevens Entertainment Corp.
240 Central Park S.
New York, NY 10019
(212) 245-6720

Robert Stigwood Organization Inc.
1775 Broadway
New York, NY 10019
(212) 975-0700

Butch Stone Enterprises
Route #8
Box 272
Mountain Home, AR 72653

Joseph E. Sullivan
Sound Seventy Suite
210 25th Ave. N.
Nashville, TN 37203
(615) 327-1171

Derek Sutton
Stardust Ents.
4600 Franklin Ave.
Los Angeles, CA 90027
(213) 660-2553

Swan Song Inc.
444 Madison Ave. Floor 35
New York, NY 10022
(212) 838-3320
Pres: Peter Grant

T

Creed Taylor Inc.
P.O. Box 705
Old Chelsea Station
New York, NY 10113
(212) 674-1111

Terrana/Binder Music
666 N. Robertson Blvd.
Los Angeles, CA 90069
(213) 652-4422
Steve Binder, President
Russ Terrana, Director

Tiburon Artists Management Inc.
19 Main St.
Tiburon, CA 94920
(415) 435-0901

Edward Tickner Management
P.O. Box 4471
N. Los Angeles, CA 91607
(213) 877-6338

Top Billing International
4301 Hillsboro Rd.
Suite 300
P.O. Box 121089
Nashville, TN 37212
(615) 383-8883
Pres: Tandy Rice

Bill Turner Productions
857 69th St.
Brooklyn, NY 11220
(212) 833-6286

W

Norby Walters
200 W. 51st St.
New York, NY 10019
(212) 245-3939

Ron Weisner
9200 Sunset Blvd.
Los Angeles, CA 90069
(213) 550-8200

Z

Zane Management Inc.
1529 Walnut St. Fl. 6
Philadelphia, PA 19102
(215) 568-0500

Stanford Zucker and Associates
9060 Santa Monica Blvd.
Los Angeles, CA 90069
(213) 274-6703
Pres: Stanford Zucker

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1717 N. Vine St.
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(213) 467-6151

ELECTROVOX REC'G. STUDIOS
5546 Melrose Ave.
Hollywood 90038
(213) 465-2189

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(Div. of Warner Communications)
962 N. La Cienega Blvd.
Los Angeles 90069
(213) 852-7257

EMIA/LIBERTY RECORDS STUDIOS
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Los Angeles 90028
(213) 461-9141 (307)

FANFARE STUDIOS
(Div. of Rondel Audio Ents.)
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El Cajon 92020
(714) 447-2555

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665 Harrison St.
San Francisco 94107
(415) 781-6307

GOLDEN WEST SOUND STUDIOS INC.
6429 Selma Ave.
Hollywood 90028
(213) 461-4231

GOLD STAR RECORDING STUDIOS
6252 Santa Monica Blvd.
Hollywood 90038
(213) 469-1173

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1541 N. Wilcox
Hollywood 90028
(213) 466-6444

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1604 N. Cahuenga Blvd.
Hollywood 90028
(213) 466-5474

HAJI SOUND REC'G. CO.
1032 N. Sycamore
Hollywood 90038
(213) 466-4213

HEAVENLY REC'G. STUDIOS
(Div. of Jonsson Communications Corp.)
620 Bercut Dr.
Sacramento 95814
(916) 466-3088

HERITAGE STUDIOS
1209 N. Western Ave.
Los Angeles 90029
(213) 842-3954

HOLLYWOOD SOUND REC'RS. INC.
6367 Selma Ave.
Hollywood 90028
(213) 467-1411

HOPE STREET STUDIO
607 N. Ave. 64
Los Angeles 90042
(213) 258-6741

INTERNATIONAL AUTOMATED MEDIA
17422 Murphy Ave.
Irvine 92714
(714) 751-2015

INDIGO RANCH STUDIO
P.O. Box 24-A-14
Los Angeles 90024
(213) 456-9277

KDISC
(Subsidiary of Keysor-Century Corp.)
26000 Springbrook Rd.
Saugus 91350
(805) 259-2360
(213) 365-3991

KDISC MASTERING
(Subsidiary of Keysor-Century Corp.)
6550 Sunset Blvd.
Hollywood 90028
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KITCHEN SYNC SOUND REC'RS.
5325 Sunset Blvd.
Hollywood 90027
(213) 463-2375

LARRABEE SOUND
8811 Santa Monica Blvd.
Los Angeles 90069
(213) 657-6750

LOCATION REC'G. SERVICE
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Burbank 91506
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MCA-WHITNEY REC'G. STUDIOS
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Glendale 91201
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8321 Lankershim Blvd.
N. Hollywood 91605
(213) 982-0305

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Alhambra 91803
(213) 283-2625

MOBIUS MUSIC RECORDING
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(415) 285-7888

THE MOM & POP CO. STORE
4028 Colfax
Studio City 91604
(213) 769-7282

MUSIC GRINDER STUDIOS
7460 Melrose Ave.
Los Angeles 90046
(213) 655-2996

DOUG MOODY'S SOUND STUDIOS
6277 Selma Ave.
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MOTIONPICTURE RECORDING INC.
(MRI)
7060 Hollywood Blvd.
Hollywood 90028
(213) 462-6897

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7317 Romaine St.
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Los Angeles 90048
(213) 655-2775

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Bakersfield 93308
(805) 393-1011

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6245 Santa Monica Blvd.
Hollywood 90038
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PASADENA (SOUND) REC'RS.
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Pasadena 91103
(213) 796-3077

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Hollywood 90038
(213) 466-3507
TLX: 910 321 4537

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(A Div. of AVI Recording Studios, Inc.)
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Los Angeles 90028
(213) 466-7766

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Cupertino 95014
(408) 252-2761

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(Div. of DCT Rec'g. Corp.)
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Los Angeles 90020
(213) 383-2155

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1425 Marcelina
Torrance 90501
(213) 775-1340

RAINFIRE REC'G. STUDIO
15217 Otsego St.
Sherman Oaks 91403
(213) 784-0388

BILL RASE PROD. INC.
955 Venture Ct.
Sacramento 95825
(916) 929-9181

RECORD PLANT
220 Bridgeway
Sausalito 94965
(415) 332-6100

RECORD PLANT
8456 W. Third St.
Los Angeles 90048
(213) 653-0240

REMOTE REC'RS.
(Div. of Criterion Music Corp.)
6124 Selma
Hollywood 90028
(213) 469-1002

REX MUSIC INSTRUCTION & REC'G. STUDIOS
3041 E. Gage
Huntington Park 90255
(213) 581-2774

RUSK SOUND STUDIO
1556 N. La Brea Ave.
Hollywood 90028
(213) 462-6477

RUSSIAN HILL REC'G.
1520 Pacific Ave.
San Francisco 94109
(415) 474-4520

RYDER SOUND SERV. INC.
1161 N. Vine St.
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(213) 469-3511

SAGE & SOUND REC'G. STUDIO
1511 Gordon St.
Hollywood 90028
(213) 469-1527

SALTY DOG REC'G. STUDIO INC.
14511 Delano St.
Van Nuys 91411
(213) 994-9973

SANTA BARBARA SOUND REC'G.
33 W. Haley St.
Santa Barbara 93101
(805) 963-4425

SAUSALITO RECORD PLANT INC.
2200 Bridgeway
Sausalito 94965
(415) 332-6100

1750 ARCH STUDIOS
(Div. of 1750 Arch Inc.)
1750 Arch St.
Berkeley 94703
(415) 841-0216

SIERRA SOUND LABS
1741 Alcatraz Ave.
Berkeley 94703
(415) 655-7636

SOUND CITY INC.
15456 Cabrito Rd.
Van Nuys 91406
(213) 873-2842/787-3742

SPECTRUM STUDIOS
3015 Ocean Front Walk
Venice 90291
(213) 392-2663

SPECTRUM STUDIOS
P.O. Box 757
San Carlos 94070
(415) 593-9554

KRIS STEVENS ENTS.
14241 Ventura Blvd. Suite 204
Sherman Oaks 91423
(213) 981-8255

STUDIO 55
5505 Melrose Ave.
Los Angeles 90038
(213) 467-5505

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491 Macara Ave. Suite 1004-237
Sunnyvale 94086
(408) 739-2684
(213) 460-6010

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11337 Burbank Blvd.
N. Hollywood 91601
(213) 506-4487

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San Diego 92111
(714) 277-4714

SUNSET SOUND FACTORY
6357 Selma Ave.
Hollywood 90028
(213) 467-2500

SUNSET SOUND REC'RS.
8650 Sunset Blvd.
Hollywood 90028
(213) 469-1186

SUNWEST REC'G. STUDIOS INC.
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Hollywood 90028
(213) 463-5631

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San Jose 95112
(408) 286-9840

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(213) 466-9202

TTG REC'G. STUDIO
1441 N. McCadden Pl.
Hollywood 90028
(213) 464-7391

TRAC RECS.
170 N. Maple
Fresno 93702
(209) 255-1717

UNITED ARTISTS REC'G. STUDIOS
1024 N. Orange Dr.
Hollywood 90038
(213) 461-9141

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1519 S. Grand Ave.
Santa Ana 92705
(714) 547-5466

VALENTINE REC'G. STUDIO
5330 Laurel Canyon Blvd.
N. Hollywood 91607
(213) 769-1515

THE VILLAGE REC'R.
1616 Butler Ave.
West Los Angeles 90025
(213) 478-8227

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11114 Cumpston Ave.
N. Hollywood 91601
(213) 980-5605

WATERMARK STUDIOS
10700 Ventura Blvd.
N. Hollywood 91604
(213) 980-9490

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8447 Beverly Blvd.
Los Angeles 90048
(213) 654-2155

WHITE FIELD STUDIO
2902 W. Garry
Santa Ana 92704
(714) 546-9210

ZOETROPE STUDIOS
916 Kearny St.
San Francisco 94133
(415) 788-8345

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680 Indiana St.
Golden 80401
(303) 279-2500

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Denver 80218
(303) 832-2664

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P.O. Box 2240
Boulder 80306
(303) 444-3277

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Weston 06883
(203) 226-4200
(212) 679-5670/1788

THE GALLERY
87 Church St.
East Hartford 06108
(203) 528-9009

GUYMARK STUDIOS
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Hamden 06518
(203) 248-9323

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Weston 06883
(203) 226-5729

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17 Viaduct Rd.
Stamford 06907
(203) 327-9204

TROD NOSSEL REC'G.
(Div. of Percepticon, Inc.)
P.O. Box 57
10 George St.
Wallingford 08492
(203) 269-4465

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111 Valley Rd.
Wilmington 19804-1397
(302) 655-7488

SKYELABS
Remote Recording
58 W. Tidbury Dr.
Dover 19901
(302) 697-6226

FLORIDA

BEE JAY REC'S. STUDIOS
5000 Eggleston Ave.
Orlando 32810
(305) 293-1781

CAJAPUT SOUND REC'RS.
1211 Lafayette St.
Cape Coral 33904
(813) 549-3600

CINEMASOUND INC.
1755 NE 149 St.
Miami 33181
(305) 947-5611

CRITERIA RECORDING STUDIOS
1755 Northeast 149th St.
Miami 33181
(305) 945-0867

FXL SOUND STUDIO
7766 NW 44th St.
Sunrise 33321
(305) 741-7766

HAYES REC'G. STUDIO
2406 S. MacDill Ave.
Tampa 33609
(813) 837-6384

JALEX REC'GS.
319 Clematis St.
West Palm Beach 33401
(305) 832-1538

LI'L WALLY SOUND STUDIOS
35 NE 62 St.
Miami 33138
(305) 758-0000

LINALE'S SOUND STUDIOS
1995 NE 150 St.
Miami 33161
(305) 944-1006

MAGNETIX CORP.
770 W. Bay St.
Winter Garden 32787
(305) 656-4494

MIDDLE EAR STUDIOS
P.O. Box 8179
Miami Beach 33139
(305) 868-5734

M—M REC'G.
501 W. 28th St.
Hialeah 33010
(305) 887-4522

THE MUSIC FACTORY INC.
567 NW 27th St.
Miami 33127
(305) 576-2600

QUADRADIAL CINEMA CORP. SOUND STUDIO
14203 NE 18th Ave.
North Miami 33181
(305) 940-7971

SWEETBAY STUDIOS
1317 Jackson Bluff Rd.
Tallahassee 32304
(904) 576-8868/7108

TRIIAD REC'G. STUDIOS INC.
5075 NE 13th Ave.
Fort Lauderdale 33334
(305) 771-1431

THE WAREHOUSE REC'G. STUDIO
2071 Emerson St. Unit 21
Jacksonville 32207
(904) 399-0424

YALE AUDIO OF FLORIDA CORP.
2702 Azeele St.
Tampa 33609
(813) 876-6789

GEORGIA

AXIS SOUND STUDIOS
1314 Ellsworth Ind. Dr. NW
Atlanta 30318
(404) 355-8680

BOONE REC'G. STUDIOS
319 Highland Ave.
Albany 31701
(912) 436-6508

CHESHIRE SOUND STUDIOS
2093 Faulkner Rd.
Atlanta 30324
(404) 833-6626

MASTER SOUND STUDIOS INC.
1227 Spring St. NW
Atlanta 30309
(404) 873-6425

MERIT REC'G. CO.
3475 Buena Vista Rd.
Columbus 31906
(404) 689-9629

PYRAMID EYE REC'G. STUDIO
1228 Lula Lake Rd.
Lookout Mountain 37350
(404) 820-2356

RKM SOUND STUDIOS
1200 Spring St. NW
Atlanta 30309
(404) 874-3667

STUDIO ONE
3864 Oakcliff Ind'l. Ct.
Doraville 30340
(404) 449-5147

HAWAII

BROAD REC'G. STUDIO
1 N. King St.
Honolulu 98817
(808) 536-9311

SEA-WEST STUDIOS/HAWAII
P.O. Box 30186
Honolulu 96820
(808) 293-1800

SOUNDS OF HAWAII INC.
1084 Young St.
Honolulu 96814
(808) 537-1442

ILLINOIS

ACME REC'G. STUDIOS
3821 N. Southport
Chicago 60613
(312) 477-7333

A-K SOUND REC'G.
P.O. Box 246
Orland Park 60462
(312) 349-1325

CHICAGO REC'G. CO.
528 N. Michigan Ave.
Chicago 60611
(312) 822-9333

ELECTRONIC SPECIALTY CO.
135 N. Illinois
Springfield 62702
(217) 787-0800

HEDDEN WEST REC'RS.
(Div. of Hemmon Corp.)
1200 Remington Rd.
Schaumburg 60195
(312) 885-1330/885-9378

INTERNATIONAL REC'G. CO.
1649 W. Evergreen Ave.
Chicago 60622
(312) 227-2000

DIRECTORY

RECORDING STUDIOS

LAKE REC'D.
418 Lake St.
Maywood 60153
(312) 344-8760

PS REC'G. STUDIDS
323 E. 23 St.
Chicago 60616
(312) 225-2110

RADEX REC'G. STUDIDS
802 S. Chicago Ave.
Freeport 61032
(815) 235-9797

RAINBDW BRIDGE STUDIDS INC.
117 W. Rockland Rd.
Libertyville 60048
(312) 362-4060

SDUND STUDIOS
230 N. Michigan
Chicago 60601
(312) 236-4814

STARBEAT REC'G. STUDIOS
9 E. Larkdale Dr.
Deerfield 60015
(312) 945-3555

STREETERVILLE STUDIOS
161 E. Grand Ave. 4th Fl.
Chicago 60611
(312) 644-1666

UNIVERSAL REC'G. CORP.
46 E. Walton
Chicago 60611
(312) 642-6465

ZENITH/DB STUDIOS
676 N. LaSalle
Chicago 60610
(312) 944-3600

INDIANA

BURLAP SDUND INC.
Rt. 4 Box 418-C
Alexandria 46001
(317) 642-7030

DAKLAND REC'G. STUDID
638 S. 24 St.
Lafayette 47904
(317) 447-4803

BUD PRESSNER STUDIOS
4839 S. Broadway
Gary 46409
(219) 884-5214

PINEBRDDK REC'G. STUDIDS
P.O. Box 146 State Rt. 9S
Alexandria 46001
(317) 724-7721

TRC STUDIOS
1330 N. Illinois St.
Idianapolis 46202
(317) 638-1491

IOWA

A&R REC'G. STUDIO
2700 Ford St.
Ames 50010
(515) 232-2991

WEST MINISTER SOUND
P.O. Box 220
Otho 50569
(515) 972-4475

KANSAS

AUDID HDUSE
P.O. Box 219
307 E. Ninth St.
Lawrence 66044-0015
(913) 843-4916

STUCKY AUDIO SERV.
1412 W. Fifth St.
Newton 67114
(316) 283-7597

KENTUCKY

DERBYTDWN SOUND STUDIOS
5900 Outer Loop
Louisville 40219
(502) 968-2320

SUN RAY RECS.
1662 Wyatt Prkwy.
Lexington 40505
(606) 254-7474

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LA LDUISIANNE RECDRDS
711 Stevenson St.
Lafayette 70501
(318) 234-3361
(318) 234-5577

KNIGHT REC'G. STUDIO INC.
3116 Metairie Rd.
New Orleans 70001
(504) 834-5711

MASTER-TRAK SOUND REC'RS.
415 N. Parkerson Ave.
P.O. Box 1345
Crowley 70526
(318) 788-0773

ROSEMDNT STUDID
1938 Dumaine St.
New Orleans 70116
(504) 821-8611

SOUTHERN STAR REC'G.
6105-A Youree Dr.
Shreveport 71105
(318) 861-0569

STUDIO IN THE CDUNTRY
P.O. Box 490
Bogalusa 70427
(504) 735-8224

SWALLDW REC'G. STUDIOS
434 E. Main St.
Ville Platte 70586
(318) 363-3016

ULTRASONIC STUDIOS
7210 Washington Ave.
New Orleans 70125
(504) 486-4873

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BIRCH REC'G. STUDIO
113 W. Main St.
Secretary 21664
(301) 943-8141

FLITE THREE REC'RS. LTD.
1130 E. Cold Spring Ln.
Baltimore 21239
(301) 532-7500

JRB SOUND STUDIOS
4917 Cordell Ave.
Bethesda 20814
(301) 654-3800

OMEGA REC'G. STUDIOS
10518 Connecticut Ave.
Kensington 20895
(301) 946-4686

MASSACHUSETTS

AAA REC'G. STUDIO
835 Dorchester Ave.
Dorchester 02125
(617) 825-7370

CENTURY THREE INC.
545 Boylston St.
Boston 02116
(617) 267-9800

CONTINENTAL REC'G. INC.
210 South St.
Boston 02111
(617) 426-3131

DIMENSIDN SDUND STUDIOS INC.
368 Centre St.
Jamaica Plains 02130
(617) 522-3100

EASTERN SDUND REC'G. STUDIDS
11 Messina Ave.
Methuen 01844
(617) 685-1832

LONG VIEW FARM
Stoddard Rd.
North Brookfield 01535
(617) 867-7662
(800) 225-9055

RIK TINDRY PRDDUCTIDNS
180 Pond St.
Cohasset 02025
(617) 383-9494

SHAGGY DOG STUDIOS
Rt. 7
Stockbridge 01262
(413) 298-3737

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A SDUARE STUDIDS
3691 Morgan Rd.
Ann Arbor 48107
(313) 434-2141

AUDIO GRAPHIC SERVS.
1516 Ferris Ave.
Royal Oak 48067
(313) 544-1793

McCOY REC'G. CO.
7018 W. Warren
Detroit 48210
(313) 361-2444

PIDNEER REC'G. STUDIO INC.
26561 W. 12 Mile Rd. Suite 207
Southfield 48034
(313) 353-0380

THE SDUND SUITE
14750 Puritan Ave.
Detroit 48227
(313) 273-3000

UNITED SOUND SYSTEMS
5840 Second Blvd.
Detroit 48202
(313) 832-3313

MINNESOTA

BLACKBERRY WAY REC'G. STUDIOS INC.
606 13th Ave. SE
Minneapolis 55414
(612) 378-2466

SOUND 80 — IDS
4027 IDS Center
Minneapolis 55402
(612) 339-9313

TRACKS DN 5TH REC'G. STUDIOS
250 E. Fifth St. Suite 106
St. Paul 55101
(612) 228-9096

MISSISSIPPI

MALACD RECDRDS
3023 W. Northside Dr.
Jackson 39213
(601) 982-4522

TRISTAR SOUND
700 W. Jackson St.
Biloxi 39530
(601) 374-1900

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ARCHWAY SOUND STUDIOS
4521 Natural Bridge
St. Louis 63115
(314) 383-0067

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212 W. Mc Daniel
Springfield 65806
(417) 831-1826

KBK/EARTH CITY SOUND STUDIOS
4288 Rider Trail
Earth City 63045
(314) 291-4840

LEE MACE DZARK OPRY REC. CORP.
Hwy 54
P.O. Box 242
Osage Beach 65065
(314) 348-3383

SDUND REC'R. INC.
3947 State Line
Kansas City 64111
(816) 931-8642

STAGE 3 SOUND PRDD'NS.
12 E. 39th St.
Kansas City 64111
(816) 531-1375

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RAINBOW REC'G. STUDIOS & RAINBDW SOUND SYSTEMS
2322 South 64th Ave.
Omaha 68106
(402) 554-0123

SDUND REC'R. INC.
206 S. 44th St.
Omaha 68131
(402) 553-1164

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G.E.S. CREATIVE SERV'S.
1624 Mojave Rd.
Las Vegas 89116
(702) 457-2376

REX HARRIS SOUNDS
2900 Jametown Way
Las Vegas 89102
(702) 873-2718

LAS VEGAS RECDRDING STUDIO INC.
3977 Vegas Valley Dr.
P.O. Box 42937
Las Vegas 89116-0937
(702) 457-4365

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171 Washington Rd.
Sayreville 08872
(201) 238-5630

HDUSE DF MUSIC INC.
1400 Pleasant Valley Way
West Orange 07052
(201) 736-3062
(212) 964-7444

LeMANS SOUND STUDIO
331 Triangle Rd.
Somerville 08876
(201) 359-5520

PHDENIX 413 REC'G. STUDIO
(Div. of Nise Prod'ns. Inc.)
Audio/Video
413 Cooper St.
Camden 08102
(609) 963-3190
(215) 276-0100

RECORDED PUBL'NS. LABS
1100 State St.
Camden 08105
(609) 963-3000
(215) 922-8558

TRIPLE "A" STUDIOS
(Div. of Amboy Audio Assoc.)
105 S. Broadway
South Amboy 08879
(201) 721-5126

UNITED MASTERWORKS REC'G. LTD.
44 Cantaan Pl.
Allendale 07401
(201) 327-7737

VAN GELDER REC'G. STUDIO INC.
445 Rt. 9W
Englewood Cliffs 07632
(201) 567-4145

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EMMIT BROOKS REC'G. STUDIO
115 E. Idaho Ave.
Las Cruces 88001
(505) 524-1889

JOHN WAGNER PROD'NS. INC.
1420 Marrow Cr. N.E.
Albuquerque 87112
(505) 296-2766

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MALCDLM ADDEY REC'RS.
(Div. of Kaleb Sounds Inc.)
210 Riverside Dr.
New York 10025
(212) 865-3108

ARTCRAFT VIDEO & AUDIO RECORDING STUDIOS
285 E. 49th St.
Box 55, Rugby Station
Brooklyn 11203
(212) 778-5150

A-1 SOUND STUDIOS INC.
2130 Broadway
New York 10023
(212) 362-2603

A&R REC'G. INC.
799 Seventh
New York 10036
(212) 397-0300

ASSOCIATED REC'G. STUDIOS, INC.
723 Seventh Ave.
New York 10019
(212) 382-0660

ATLANTIC STUDIOS
(Div. of Atlantic Recording Corp.)
1841 Broadway
New York 10023
(212) 484-6093

BEARSVILLE STUDIOS
Speare Rd.
Bearsville 12409
(914) 679-8900

BLUE RDCK STUDIO INC.
29 Greene St.
New York 10013
(212) 925-2155

BDLDGNESE REC'G. STUDIO
989 Jerusalem Ave.
North Merrick 11566
(516) 221-5555

CALF AUDID INC.
157 Gray Rd.
Ithaca 14850
(607) 272-8964

CATHEDRAL SOUND STUDIOS
1575 Fifth St.
Rensselear 12144
(518) 465-5689

CELEBRATION REC'G. INC.
2 W. 45th St.
New York 10036
(212) 575-9095

DICK CHARLES REC. SERV.
729 Seventh Ave.
New York 10019
(212) 819-0920

CHARLES LANE STUDIDS
7 Charles Ln.
New York 10014
(212) 242-1479

CHELSEA SOUND STUDIOS
135 W. 14th St.
New York 10011
(212) 242-7326

CLACK INC. SDUND STUDIOS
56 W. 45th St.
New York 10036
(212) 245-6770

COLUMBIA RECORDING STUDIOS
(Div. of CBS Inc.)
49 E. 52 St.
New York 10022
(212) 975-5901

CDDRDINATED SOUND
320 W. 46th St.
New York 10036
(212) 541-7799

CUE REC'GS. INC.
1156 Ave. of the Americas
New York 10036
(212) 921-9221

SON DEANE REC. INC.
25 Jennifer Ln.
Hartsdale 10530
(914) 693-1590

DELTA REC'G. CORP.
16 W. 46th St.
New York 10036
(212) 840-1350

DIMENSIONAL SOUND
301 W. 54th St.
New York 10019
(212) 247-6010

EAST SIDE SOUND
98 Allen St.
New York 10002
(212) 226-6365

ELECTRIC LADY INC.
52 W. Eighth St.
New York 10011
(212) 677-4700

ELITE REC'G. INC.
160 W. 34th St.
New York 10001
(212) 243-2754

FRANKFDRD/WAYNE MASTERING LABS. INC.
1697 Broadway
New York 10019
(212) 582-5473

F-V SOUND LTD.
17 E. 45th St.
New York 10017
(212) 697-8980

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101 Westchester Ave.
Port Chester 10573
(914) 939-1066

GREENE STREET REC'G. INC.
112 Greene St.
New York 10012
(212) 226-4278

GRDG KILL STUDIOS
(Div. of Watt Works inc.)
Grog Kill Rd.
Willow 12495
(914) 688-5373

THE HIT FACTDRY INC.
237 W. 54th St.
New York 10019
(212) 664-1000

IAN LDNDON STUDIOS
229 Sherry St.
East Islip 11730
(516) 277-6273

J A C REC'G.
45 W. 57th St.
New York 10019
(212) 753-6446

KINGDDM SOUND STUDIOS INC.
6801 Jericho Turnpike
Syosset 11791
(516) 364-8666

LATIN REC'G. SOUND STUDIOS
1733 Broadway
New York 10019
(212) 541-6072

MAGND SDUND & VIDEO
212 W. 48th St.
New York 10036
(212) 757-8855

MARK CUSTDM REC'G. SERV.
10815 Bodine Rd.
Clarence 14031
(716) 759-2600/741-3953

MASTER SOUND PROD'NS. INC.
921 Hempstead Tnpk.
Franklin Square 11010
(516) 354-3374

MAYFAIR REC'G. STUDIOS LTD.
701 Seventh Ave.
New York 10036
(212) 581-2178

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311 W. 57th St.
New York 10019
(212) 765-4700

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2211 Pine Ln.
Sougerties 12477
(914) 679-8689

MINDT SOUND STUDIOS
19 S. Broadway
White Plains 10601
(914) 428-8080

NATIONAL REC'G. STUDIDS, INC.
460 W. 42nd St.
New York 10036
(212) 279-2000

OPAL STUDIDS
254 W. 54th St. 6th Fl.
New York 10019
(212) 489-6097

PCI
703 Atlantic Ave.
Rochester 14609
(716) 288-5620

PDWER STATION INC.
441 W. 53rd St.
New York 10019
(212) 246-2900

PRDDUCERS REC'G. STUDIO INC.
45 w. 45th St.
New York 10036
(212) 869-5388

DIRECTORY

RECORDING STUDIOS

PYRAMID SOUND INC.
105 E. Clinton St.
Ithaca 14850
(607) 273-3931

RCA STUDIOS
1133 Ave. of the Americas
New York 10036
(212) 930-4000

RCI REC./SOUND STUDIOS
P.O. Box 126
4 William St.
Elmsford 10523
(914) 592-7983

RECORDED PUBL'NS. LABS
2 Penn Plaza Suite 1500
New York 10121
(212) 888-3115

RECORD PLANT STUDIOS
321 W. 44th St.
New York 10036
(212) 581-6505

REEVES-TELE TAPE
304 E. 44th St.
New York 10017
(212) 573-8888

REGENT SOUND STUDIOS
25 W. 56th St.
New York 10019
(212) 245-2630

REVONAH RECS.
P.O. Box 217
Ferndale 12734
(914) 292-5965

RIGHT TRACK REC'G.
49 W. 24th St.
New York 10011

168 W. 48th St.
New York 10036
(212) 944-5770

ROSEBUD REC'G.
1595 Broadway
New York 10019
(212) 489-6470

ROSE HILL REC'G.
(Div. of Rose Hill Group)
3929 New Seneca Tnpk.
Marcellus 13108
(315) 673-1117

ROSS-GAFFNEY INC.
21 W. 46th St.
New York 10036
(212) 719-2744

SADLER REC'G.
118 E. 28th St.
New York 10018
(212) 684-0960

HOWARD SCHWARTZ RECORDING
420 Lexington Ave. #1934
New York 10017
(212) 687-4180

SEAR SOUND
235 W. 46th St.
New York 10036
(212) 582-5380

SECRET SOUND STUDIO INC.
147 W. 24th St.
New York 10011
(212) 691-7674

SIGMA SOUND STUDIOS OF NEW YORK INC.
1697 Broadway
New York 10019
(212) 582-5055

SOUND EXCHANGE
265 W. 54th St.
New York 10019
(212) 581-1424

SOUND HEIGHTS REC'G. STUDIOS LTD.
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(Entrance: 198 Henry St.)
Brooklyn Heights 11201
(212) 237-0250

SOUND HOUSE
4 Scenic Dr.
Newburgh 12550
(914) 561-1206

SOUNDMIXERS
(Div. of Sound One Corp.)
1619 Broadway
New York 10019
(212) 245-3100

SOUNDTEK INC.
50 W. 57th St.
New York 10019
(212) 489-0806

SOUNDWAVE REC'G. STUDIOS INC.
50 W. 57th St.
New York 10019
(212) 582-6320

SOUNDWORKS AUDIO/VIDEO DIGITAL RECORDING STUDIOS, LTD.
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New York 10019
(212) 247-3690

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New York 10019
(212) 757-8519

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9 W. 20th St.
New York 10011
(212) 243-9000

39TH STREET MUSIC PRODUCTIONS
260 W. 39th St., 17th Floor
New York 10018
(212) 840-3285

TNC EARTHLING INC.
110 W. 86th St.
New York 10024
(212) 799-4181

TRACKMASTER AUDIO INC.
1 Franklin Park N.
Buffalo 14202
(716) 886-6300

TRITON REC. PROD'NS. INC.
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New York 10036
(212) 575-8055

TWELVE EAST REC'G. INC.
12 E. 44th St.
New York 10017
(212) 986-4747

VANGUARD REC'G. SOCIETY, INC.
71 W. 23rd St.
New York 10010
(212) 255-7732

THOMAS J. VALENTINO INC.
151 W. 46th St.
New York 10036
(212) 246-4675

VARIETY REC'G./AAA REC'G.
130 W. 42nd St. Suite 551
New York 10036
(212) 221-6625

WAREHOUSE REC'G.
320 W. 46th St.
New York 10036
(212) 265-6060

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RD 1
Fort Edward 12828
(518) 695-6406

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1101 Downtown Blvd.
Raleigh 27603
(919) 821-5614

GALAXIE 111 STUDIOS
P.O. Box 176
118 Fifth St. SW
Taylorsville 28681
(704) 832-4735

MEGA SOUND
(Div. of LAM Rec'g. Co. Inc.)
P.O. Box 189
Main St.
Bailey 27807
(919) 235-3362

ARTHUR SMITH STUDIOS
5457 Old Monroe Rd.
Charlotte 28211
(704) 536-0424

SOUNDTRAX INC.
1626 Glenwood Ave.
Raleigh 27608
(919) 832-9953/9954

WILDWOOD STUDIO & PRODUCTIONS, INC.
P.O. Box 1663
Statesville 28677
(704) 872-2800

NORTH DAKOTA

TRI-ART PROD'NS./RIVERSIDE REC'G. STUDIO
Box 567
Bismarck 58501
(701) 223-7316

OHIO

AUDIOCRAFT REC'G.
915 W. Eighth St.
Cincinnati 45203
(513) 241-4304

AUDIO REC'G. STUDIOS INC.
601 Rockwell Ave.
Cleveland 44114
(216) 771-5112

BODDIE REC. MFG. & REC'G.
12202 Union Ave.
Cleveland 44105
(216) 752-3440

COUNTERPART CREATIVE STUDIOS
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Cincinnati 45211
(513) 661-8810

CREATIVE IMAGES
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Toledo 43604
(419) 241-5961

GRAPETREE REC'G. STUDIOS
34574 Lakeshore Blvd.
Eastlake 44094
(216) 942-8351

JEWEL REC'G. STUDIO
1594 Kinney Ave.
Cincinnati 45231
(513) 522-9336

KINGSMILL REC'G. STUDIO INC.
1033 Kingsmill Pkwy.
Columbus 43229
(614) 846-4494

MILLS AUDIO & REC'G. CO.
5960 Dueber Ext.
East Sparta 44626
(216) 484-3471

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780 Oakland Park Ave.
Columbus 43224
(614) 267-3133

PEPPERMINT PROD'NS. CORP.
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Youngstown 44502
(216) 783-2222

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455 Massieville Rd.
Chillicothe 45601
(614) 663-2544

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9745 Mangham Dr.
Cincinnati 45215
(513) 733-5533

OKLAHOMA

BENSON SOUND INC.
3707 S. Blackwelder
Oklahoma City 73119
(405) 634-4461

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Prue 74060
(918) 242-3303

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Tulsa 74145
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Portland 97206
(503) 777-4621

REX RECORDING CO.
1931 SE Morrison
Portland 97214
(503) 238-4525

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Philadelphia 19145
(215) 271-7333

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Pittsburgh 15222
(412) 471-6220

5001 Baum Blvd.
Pittsburgh 15213

AUDIOVISUAL COMMUNICATIONS INC.
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King of Prussia 19406
(215) 272-8500

BALDWIN SOUND PRODUCTIONS, INC.
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P.O. Box 1152
Mechanicsburg 17055-1152
(717) 766-0787

BLUE DIAMOND
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Canonsburg 15317
(412) 746-2540

CARUSO SOUND/EDEN GARDEN STUDIO
27 Garrett Rd.
Upper Darby 19082
(215) 352-6710

COUNTRY STAR INC.
P.O. Box 569
439 Wiley Ave.
Franklin 16323-0569
(814) 432-4833

FRANKFORD/WAYNE REC'G. LABS INC.
134 N. 12th St.
Philadelphia 19107
(215) 581-1794

FUTURE GOLD SOUND STUDIOS
1834 W. Cheltenham Ave.
Philadelphia 19126
(215) 424-0800

HELFRICH REC'G. LABS
R 7, Box 1
Allentown 18103
(215) 395-5511

JEREE RECS.
1469 Third Ave.
New Brighton 15066
(412) 847-0111

MARJON SOUND PROD'NS.
159 Easton Rd.,
Hermitage (Sharon) 16148
(412) 347-4726

JON MILLER PRODUCTION STUDIOS
7249 Airport Rd.
Bath 18014
(215) 837-7550

MOUNTAIN SOUND
314 N. First St.
Stroudsburg 18327
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QUEEN VILLAGE RECORDING INC.
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Philadelphia 19147
(215) 463-2200

SIGMA SOUND STUDIOS
212 N. 12th St.
Philadelphia 19107
(215) 561-3660

STARR REC'G. INC.
Society Hill Towers Plaza
201 St. James Pl.
Philadelphia 19106
(215) 925-5265

SUSQUEHANNA SOUND
48 A St.
Northumberland 17857
(717) 473-9733

TROUT AUDIO LABS
1784 San Gabriel Dr.
York 17402
(717) 755-4103

VERTABLE STUDIOS
102 Cricket Ave.
Ardmore 19003
(215) 896-0210

VIRTUE REC'G. STUDIOS
(Div. of Parr-X Corp.)
1618 N. Broad
Philadelphia 19121
(215) 763-2825

WRS REC'G. STUDIOS
210 Semple St.
Pittsburgh 15213
(412) 687-3700

RHODE ISLAND

FEDCO AUDIO LABS
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Providence 02906
(401) 272-3157

SOUTH CAROLINA

MARK FIVE STUDIOS/THE ROOM
P.O. Box 7084
10 Michael Dr.
Greenville 29610
(803) 269-3961

MCP/DAVISOUND
1504 Sunset Ave.
P.O. Box 521
Newberry 29108
(803) 276-0639

MUSIC LAB REC'G. STUDIOS
(Div. of Hamilton Ents. Inc.)
P.O. Box 172
Simpsonville 29681
(803) 963-3270

STRAWBERRY JAMM RECORDING STUDIOS
3964 Apian Way
West Columbia 29169
(803) 356-4540

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Memphis 38107
(901) 525-0540

ARDENT MASTERING INC.
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Memphis 38104
(901) 725-0855

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808 19th Ave.
Nashville 37212
(615) 327-9301

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Hendersonville 37075
(615) 824-2820

BULLET RECORDING, INC.
49 Music Square W.
Nashville 37203
(615) 327-4621

CEDARWOOD SOUND STUDIO
39 Music Sq. E.
Nashville 37203
(615) 255-6535

CINDERELLA SOUND STUDIO
1108 Cinderella St.
Madison 37115
(615) 865-0891

CRAZY MAMAS
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Nashville 37202
(615) 383-8318

CREATIVE WORKSHOP
2804 Azalea Pl.
Nashville 37204
(615) 385-0670

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1213 16th Ave. S.
Nashville 37212
(615) 327-1731

FIRESIDE
813 18th Ave. S.
Nashville 37203
(615) 327-1150

GLASER SOUND STUDIOS
916 19th Ave. S.
Nashville 37212
(615) 327-0005

GLOBE REC'G.
1313 Dickerson Rd.
Nashville 37207
(615) 226-0811

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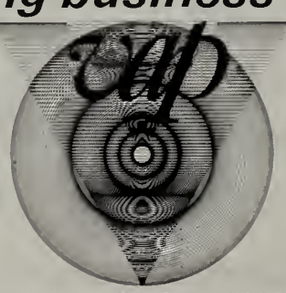

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1107 Shinikedayama mansion, 5-21-13, Higashigotanda, Shinagawa-ku
Tokyo
Pres: Kazuo Takeda
Tel: 445-6411

UNION PUBLISHER COMPANY
4th Floor of Kurosaki bldg., 4-1-4, Roppongi, Minato-ku
Tokyo
Pres: Toshinori Ebisawa
Tel: 586-8631

UNISON MUSIC PUBLISHING
381 Hotel New Japan, 2-13-8, Nagata-cho, Chiyoda-ku
Tokyo
Pres: Sachiko Tanaka
Tel: 381-5511

UNITED ARTISTS MUSIC
Taiyo-ongaku-kizuke, 3-5-15, Kitaaoyama, Minato-ku
Tokyo
Pres: Harold Seider
Tel: 470-2751

UNIVERSAL JAPAN MUSIC PUBLISHING CORPORATION
201 Sun-minami-aoyama, 3-14-14, Minami-aoyama, Minato-ku
Tokyo
Pres: Keisei Mizutsu
Tel: 408-7720

URBAN MUSIC
6-19-11-407, Akasaka, Minato-ku
Tokyo
Pres: Hiroshi Maruyama
Tel: 584-4601

U-SEN MUSIC
3rd Floor of Dai-ni-watanabe bldg., 1-5-10, Azabu-juban, Minato-ku
Tokyo
Pres: Motoyoshi Uno
Tel: 402-7800

VARIETY CO. PRODUCTION
TBR-602, 5-7, Kojimachi, Chiyoda-ku
Tokyo
Pres: Haruki Kadokawa
Tel: 230-2635

VICTOR MUSIC PUBLISHING COMPANY
6th Floor of Harajuku-Piazza bldg., 4-26-18, Jingumae, Shibuya-ku
Tokyo
Pres: Tsuneo Nagano
Tel: 404-3201

VIENTO SONGS
16-1 Daikanyama, Shibuyu-ku
Tokyo
Pres: Hisashi Yamamoto
Tel: 461-2072

VIRGO MUSIC PUBLISHING
402 Hirai flat, 8-7-19, Akasaka, Minato-ku
Tokyo
Pres: Yuhei Sakano
Tel: 403-3411

V. PRO MUSIC PUBLISHING
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Tokyo
Pres: Rumiko Ito
Tel: 585-7690

VIVACE MUSIC PUBLISHING
502 Onishi bldg., 5-32-6, Sendagaya, Shibuya-ku
Tokyo
Pres: Makoto Nazaki
Tel: 341-7452

VOX MUSIC PUBLISHER
3-9-5, Minamikara Suyama, Setagaya-ku
Tokyo
Pres: Katsushige Nagumo
Tel: 348-0316

WALT DISNEY ENTERPRISES OF JAPAN
Horaylya bldg., 5-2-1, Roppongi, Minato-ku
Tokyo
Pres: Matsuo Yokoyama
Tel: 404-1815

WAR MUSIC PUBLISHER
7-4-1 Roppongi, Minato-ku
Tokyo
Pres: Katsuo Ono
Tel: 403-7339

WATANABE MUSIC PUBLISHING
Kaisei bldg., 1-8-10, Azabudayi, Minato-ku
Tokyo
Pres: Misa Watanabe
Tel: 585-1531

WELMAN
3-18-5, Roppongi, Minato-ku
Tokyo
Pres: Seiichi Shimura
Tel: 586-0271

WORD MUSIC FAMILY
Shinsen Hights, 14, Ichigeyedeyi-cho, Shinjuku -ku
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Pres: Reijiro Tokawa
Tel: 359-0381

WORLD MUSIC PUBLISHING
1-38-5, Arai, Nakano-ku
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Pres: Yutaka Yamakawa
Tel: 387-3546

WORLD PUBLISHING
2-12, Kandaogawa-cho, Chiyoda-ku
Tokyo
Pres: Hiroshi Tate
Tel: 292-2861

YAEZONO MUSIC PUBLISHER
1001 Ikebukuro hights, 3-9-3, Minamiikebukuro, Toshima-ku
Tokyo
Pres: Yaeko Kokuba
Tel: 962-1491

YAMADA MUSIC CORPORATION
1-43-14, Akazutsumi, Setagaya-ku
Tokyo
Pres: Kosaku Yamada
Tel: 324-8515

YAMAHA MUSIC FOUNDATION
3-24-22, Shimomeguro, Meguro-ku
Tokyo
Pres: Genichi Kawakami
Tel: 719-3101

YAMANAMI CORPORATION
Yotsuya new mansion, 12, Honshio-cho, Shinjuku-ku,
Tokyo
Pres: Tsuneo Hara
Tel: 351-6705

YAMANO KIKAKU MUSIC PUBLISHER
5th Floor of Aoyagi bldg., 2-27-4, Minami-ike bukuro, Toshima-ku
Tokyo
Pres: Kazuo Inouye
Tel: 971-2101

YAMATE MUSIC PUBLISHING
502 Terrace-Akasaka, 6-13, Akasaka, Minato-ku
Tokyo
Pres: Yoshie Ogawa
Tel: 585-5578

YANO MUSIC PUBLISHING
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Tokyo
Pres: Hiroshi Okura
Tel: 586-8321

YELLOW LIGHT MUSIC
2-15-12, Hiroo, Shibuya-ku
Tokyo
Pres: Sho Tobari
Tel: 499-5553

YOMI PACK
4-15-13, Tenman, Kita-ku
Osaka-shi
Pres: Genki Shibamura
Tel: (06) 353-8611

YOMIKO PLANNING
1-8-14, Ginza, Chuo-ku
Tokyo
Pres: Tsurayuki Matsuyama
Tel: 567-8111

YOSHIMOTO MUSIC PUBLISHING
Yoshimoto bldg., 2-24-1, Shinsayibashisuji, Minami-ku
Osaka-shi
Pres: Takeo Hatta
Tel: (06) 211-1603

YOUNG MUSIC PUBLISHERS
6th Floor of Shinko bldg., 2-12, Kandaogawa-cho, Chiyoda-ku

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DIRECTORY

SPAIN

RECORD MANUFACTURERS

ACROPOL (INDUSTRIAS FONOGRAFICAS)
Av. Gran Via 68
Madrid 13
Tel: 248-3180

ARIOLA-EURODISC S.A.
Aragon 204
Barcelona 11
Tel: 254-9805
Labels (Owned): Ariola, Beccerole, Eurodisc, Vergara.
(Lic.): Ariola America, Blue Note, Sunset, Arista, MCA, Shelter, Bronze, Caroline, Island, Manticore, Virgin, Salsoul.

AUVI S.A.
Carulla 31, bajos
Barcelona 17
Tel: 212-7967
Labels (Owned): Auvi, Gala, Liceo, Tipi.
(Lic.): Bradley's Penny Farthing, Charly, Hansa, Jupiter, Right On!, Rockhouse.

CBS S.A.
Paseo de la Castellana 93
Madrid 16
Tel: 455-3845/4026
Telex: 22890
Label (Owned): CBS

COLUMBIA S.A.
Av. de los Madronos 27 Perque del Conde de Orgaz
Madrid 33
Tel: 200-8040
Telex: 44316
Labels (Owned): Alhambra, Carnaby, Iberia, Continentel
(Lic.): Ace of Diemonds, Stiff, Magnet, Ariston, Ri-Fi, London, Telefunken.

COMPANIA FONOGRAFICA ESPANOLA S.A.
Augusto Figueroa 39
Madrid 4
Tel: 222-7474
Labels (Owned): Bocaccio, Explosion, Guimbarda, Poplandia
(Lic.): Arkfolk, Ballon Noir, Cezame, Cetra Folk, L'Escargot, Evasion, Everest, Flying Fish, Haxagone, Keltia III, Kicking Mule, Logo, Orfeu, Paredon, Plane, Request, Revolum, Rounder, Trasatlantic, Trema, Ventadorn, Rubber, Sonet.

DIAL RECORDS S.A.
Paseo de la Castellana 247
Madrid 16
Tel: 733-5243
Labels (Rep.): Orion, Audio Masters, Born Free.

DISCOPHON S.A.
Valencia 288
Barcelona 7
Tel: 215-1370
Labels (Owned): Discophon.
(Lic.): Fania, Paramount Records - Ember, Ranwood, Yaya, Black Lion, Ember, Freedom, Nippon Columbia, Storyville, Fonoco, Crescendo, PVK, Frankie Music, Ala - Fest. Casals, S. Juan Music Group.

DISCOS BELTER S.A.
Gomis 1
Barcelona 23
Tel: 231- 6169
Labels (Owned): Belter, Olivo, Sauce.
(Lic.): Tamla-Motown, Salsoul, Black & Blue, Midsong.

EDIGSA
Paseo de Gracia 74, 3°
Barcelona 8
Tel: 215-5541
Labels (Owned): Edigsa, Zeleste
(Lic.): Balkanton, Le Chent du Monde, Harmonie Mundi, SM, Fuentes, First American, Steeple Chase, Sono-Celro, Carillon, Cherry Red, Drg, Nemx, L plus R, Bearsville, Folkweys, Penton, Isla Records, Big Beat, Greensleeves, ECM.

EMI-ODEON S.A.
Via Augusta 2 Bis, 4th Floor
Barcelona
Tel: 227-3181
Labels (Owned): Capitol, EMI, EMI Int'l., Emidisc, Harvest, Huelle, MFP, Odeon, Pathe, Regal, Le Voz de Su Amo.
(Lic.): Apple, MAM, Oyster, Purple, RAK, United Artists, Rolling Stones, Liberty.

EPIC
Paseo de la Castellana 93
Madrid 16
Tel: 455-3845/4026
Label (Owned): Epic
(Lic.): A&M, Blue Sky, Invictus, Monument, Nemperor, Jet, Mums, Philadelphia Int'l, Libra, Trove.

FIDIAS S.A.
Claudio Coello 76
Madrid 1
Tel: 431-9498/4563

FONO 2 RECORDS
Apdo. 54122 Valdesanjul 34, 3rd floor
Madrid 35
Tel: 216-4652
Labels (Owned): JLA, Fono 2
(Lic.): Stereo Tape, Dial Distribucion.

FONOGRAM S.A.
Av. de America S/N
Madrid 27
Tel: 267-4200
Labels (Owned): Mercury, Philips, Vertigo, Casablanca, Fontana, Ensign
(Lic.):All Platinum, Big Tree, H&L, Maverick, Passport, Charisma, Infinity, Parachute, Mountain, Utopia, Rocket, Decca, London.

HISPAVOX S.A.
Torrelaguna 64
Madrid 27
Tel: 415-2304
Labels (Owned): Clave, Gaviota, Hispavox
(Lic.): Alvares, Arion, Cignus, Delphine, Erato, WIP, Alvorada, Amadeo, CTI, D&M Sound, Disneyland, Kudu, Nonesuch, Sire, Sound Bird, Vox, Beverly, Swan Song, Gamma, Hungaroton, Melodiya, Microfon, Ricordi, F-Beat, Vogue.

K-TEL
Velzequez 101
Madrid 6
Tel: 411-2613
Labels: K-Tel International

MARFER S.A.
Pso. de la Virgen del Puerto 7
Madrid 5
Tel: 265-8214/8160
Labels (Owned): Marfer, Succes, Trama, Turquesa, Caudal, Clasico, Valor.
(Lic.): Arrowtab,Pyramid, Roulette, Record 2000, Springboard, Turicapon, Vox.

MOVIEPLAY S.A.
Fernando el Santo 17
Madrid 4
Tel: 419-7013/7266
Labels (Owned): Movieplay, Gong, Kardantxa, Traca, Chinchecle, Xeira.
(Lic.): Alshire, Areito, Barclay, Intercord, Orfeon, Concert-Hall, Chiswick, Melody, Red Shadow, Ice, Red Bus Records, Saar, Safari.

NUEVOS MEDIOS S.A.
Salustiano Olazaga 12
Madrid 1
Tel: 431-5238
Telex: 42710
Labels (Owned): N.M.
(Lic.): Factory, Rough Trade, Hannibal.

PAX
Enrique Jardiel Poncele 4
Madrid
Tel: 250-5310
Label (Owned): Pax.

PHONIC S.A.
Madrazo 14, 3rd Floor
Barcelona 6
Labels (Owned): Phonic, Selector, Auditorium.
(Rep.): Stereo Tape, Michel Laguens, Locomotive, Michael Holm, Arrowtape.

POLYDOR S.A.
Agastia & Av. America S/N
Madrid 27
Tel: 407-3100/276-2209
Labels (Owned): Polydor, MGM, Deutsche Grammophon, Archiv, Privilege.
(Lic.): Polydor-Egg, RSO, RSO-Curtom, Polydor-Moshe Naim, The Dream Island.

RCA S.A.
Dr. Fleming 43
Madrid 16
Tel: 457-4600/1163
Labels (Owned): RCA, Camden, Red Seal, Victrola, Gala, Indalo, Linea Tres.
(Lic.): Can't Stop, Grunt, 20th Century Fox, Salsoul, Millennium, Gem, Solar, Chrysalis, 2-Tone.

SINTONIA S.A.
Vallehermoso 32
Madrid 15
Label (Owned): Sintonia.
(Rep.): Thames, Conroy, De Wolfe, Roger Music, Hudson Music, Sylvester Music, Mozart, Berry Music, Sonotone.

ZAFIRO S.A.
Edificio Cuzco IV, P° Castellene 141
Madrid 16
Tel: 459-3004
Labels (Owned): Zafiro, Cancela Tape, Chapa, Explosion, Bocecclo, Poplandia, logo.
(Lic.): DJM, Far Out, Fonit, Ibis, Janos, Musart, Prelude, Sutton Miller, Sear, Satril, Pye.

MUSIC PUBLISHERS

ARABELLA EDS. MUSICALES S.A.
Aragon 204
Barcelona 11
Tel: 254-9805
Telex: 52771
Gen. Mgr.: Sr. Camara

ARMONICO
Rambla de Cataluna 10, third floor
Barcelona 7
Tel: 317-5686
Gen. Mgr.: Juliu Guiu Clara

APRIL MUSIC
P ° Castellana 93
Madrid 16
Tel: 455-4026
Telex: 22890
Gen. Mgr.: Carlos Risueno

DISCOS MOVIEPLAY
Arroyo Teatinos, 40 (Coslada)
Madrid
Tel: 671-4716
Telex: 23258
Gen. Mgr.: Juan Sta. Baya Trillo

CANCIONES DEL MUNDO
Magallanes 25
Madrid 15
Tel: 448-2350
Telex: 22849
Gen. Mgr.: Luis Regatero

CLIPPER'S GRUPO
Rambla de Cataluna 10
Barcelona 10
Tel: 317-4686/4690
Telex: 51539
Gen. Mgr.: Juliu Guiu Clere

DISCORAMA EDS. MUSICALES
Avda. Gran Vie 62
Madrid 13
Tel: 248-0403
Telex: 226908
Gen. Mgr.: Eduerdo Bertrine

EGO MUSICAL
Via Augusta, 2 Bis
Barcelona 6
Tel: 237-7844
Telex: 52497
Gen. Mgr.: Pierre Meget

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Magallanes 25
Madrid 15
Tel: 448-2350
Telex: 22849
Gen. Mgr.: Luis Regetero

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Avda. Gran Via 31
Madrid 13
Tel: 231-2633
Gen. Mgr.: Julian Marlo Suerez

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Madrid 27
Tel: 415-2304
Telex: 22931
Gen. Mgr.: Jose Luis Gil

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Madrid 5
Tel: 265-7800
Gen. Mgr.: Emilio Fernendez

MENDAUR EDS. MUSICALES
Virgen de Aranzazu 23
Madrid 34
Tel: 729-1544
Gen. Mgr.: Federico Moreno Torroba

MUSICA MODERNA
Marques de Cubas 6
Madrid 14
Tel: 221-5593
Gen. Mgr.: Antonio Cermone Reverte

NOTAS MAGICAS
C/Requeros 8
Madrid 4
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Telex: 44316
Gen. Mgr.: Enrique Mertin Gerea

BURLINGTON MUSIC ESPANOLA
Requeros 8
Madrid 4
Tel: 419-1406
Telex: 44316
Gen. Mgr.: Enrique Martin Garea

IVAN MOGULL ESPANOLA S.A.
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Telex: 44316
Gen. Mgr.: Enrique Martin Garea

RIFI ESPANOLA
Requeros 8
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Telex: 44316
Gen. Mgr.: Enrique Mertin Gerea

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Telex: 22480
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Gen. Mgr.: Francisco Anta Obelar

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Alcala 70
Madrid 9
Tel: 276-3950/3966
Gen. Mgr.: Carlos P. Cancio

SINTONIA
Abdon Terradas 3 y 5
Madrid 15
Tel: 449-2350
Gen. Mgr.: Bartolome Espendele Berges

SOUTHERN MUSIC ESPANOLA
Diputacion 337, first and second floors
Barcelona 9
Tel: 225-6197
Gen. Mgr.: Jose Carreras

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A & M RECORDS
136/140 New Kings Road
London SW6 4LZ
Tel: 01-736-3311
Telex: 916342
Cable: ALPERMOSS
Sr. Vice President: Derek Green

ALBION RECORDS
The Tower
10 The Broadway
London W6
Tel: 01-741-8641
Telex: 8954780
MDs: Dai Davies, Derek Sevege

ARCADE RECORDS
36-38 Willesden Lane
London NW6 7ST
Tel: 01-328-1911

ARIOLA/ARISTA
3 Cavendish Square
London W1
Tel: 01-580-5566
Mng. Dir: Andrew Pryor
Labels Owned: Ariola, Arista, Novus, Savoy, Go-Feet, I Spy

BBC RECORDS/BBC ENTERPRISES LTD.
The Langham Portland Place
London W1A 1AA
Tel: 580-4468
Telex: 265781
Cables: Broadcasts Ldn.
Sales & Mktg Mgr: James Fleming
Labels owned: BBC, Beeb, Artium

BEGGERS BANQUET
8 Hogarth Rd.
London SW5
Tel: 01-370-6175
Telex: 915733
Mng. Dir: Martin Mills, Nick Austin

BRONZE RECORDS
100 Chalk Farm Road
London NW1 8EH
Tel: 01-267-4499
Telex: 261653
Cable: Hitmusic Ldn.
MD: Gerry Bron

BULLDOG RECORDS
P.O. Box 130
Hove, East Sussex BN3 6QU
Tel: (0273) 550088
Telex: 877050
Cable: Krugerents Hove.
Chairman: Jeffrey S. Kruger

CAMBRIDGE CLASSICAL RECORDS
5 Kings Parade
Cambridge CB2 1SJ
Tel: (0223) 350565
MD: Edward Turner

CLAUD CARRERE (U.K.)
20-22 Queen Street
Mayfair, London W1.
Tel: 01-493-7406
Telex: 8953657
MD: Freddy Cannon

CBS RECORDS
17-19 Soho Square
London W1V 6HE
Tel: 01-734-8181
Telex: 24203
Cables: Colrecord
Chairman: Maurice Oberstein
MD: Paul Russell
Sr. Director: Tony Woolcott
Labels Owned: CBS, Epic, GTO, Portrait.
Labels Distributed: A&M, Virgin, Creole, DJM, Jet, Stiff, MCA, Jive, MGM, CBS Home Video, CIC Video, IPC Video, Chrysalis Video, Home Video Holdings.
Labels Licensed: Alfa, Beserkely, Blue Sky, Boardwalk, Caribou, Full Moon, Geffen Kaleidoscope, Kirshner, Monument, Ode, Philadelphia Int'l, Tabu, TK, Unlimited Gold.

CHARISMA RECORDS LIMITED
90 Wardour Street
London W1V3LC
Tel: 01-434-1351
Telex: 21315
Mng. Dir: Brian C.A. Gibbon.
Pres.: Anthony Stratton-Smith

CHISWICK RECORDS
3-5 Kentish Town Road
London NW1
Tel: 01-267-5192
Telex: 893805
MDs: Ted Carroll, Trevor Churchill
Labels Owned: Ace, Big-Beet, Chiswick

CHRYSALIS RECORDS
12 Stratford Place
London W1N 9AF
Tel: 01-408-2355
Telex: 21753
Cables: Chrysalis Ldn. W1.
Co-chairmen: Chris Wright, Terry Ellis.
Labels Owned: Chrysalis
Labels Licensed: Air, 2-Tone

DECCA RECORD COMPANY (INTERNATIONAL)
1 Rockley Road
London W14 ODL
Tel: 01-742-9111
Telex: 23533
Cable: Deccord London.
Chairman: Reinhard Klassen

DECCA RECORD COMPANY (U.K.)
50 New Bond Street
London W1Y 9HA
Tel: 01-491-4800
Telex: 261583
Cable: Phonorec London.
Chief Exec: Ramon Lopez
Gen. MD: John Preston
Labels Owned (Int. & U.K.): Decca, Deram, London, Argo, L'Oiseau-Lyre, Threshold.
Label Licensed: Telefunken

DINDISC
61/63 Portabello Road
London W11
Tel: 01-221-7375
MD: Carol Wilson

DJM RECORDS
James House
5 Theobalds Road
Holborn, London WC1X 8SE
Tel: 01-242-6886
Telex: 27135
Cables: Dejamus London
Chairman: Dick James
MD: Stephen James.
Labels Owned: DJM, Chempegne, Kamaflage

E.G. RECORDS
63A Kings Road
London SW3 4NT
Tel: 01-730-2162
Directors: Mark Fenwick, Sam Alder

EMI (IRELAND)
130 Slaney Road
Dublin Industrial Estete
Finglas
Dublin 11
Tel: 309077
Telex: 24535
MD: T. O'Rourke

EMI MUSIC
30 Glouchester Place
London W1A 1ES
Tel: 01-486-6022
Telex: 8953682
Cable: Emigreat London W1
Chmn/Chief Exec: Bhesker Menon
Pres. & Chief Operating Officer: Ken East

EMI RECORDS
20 Manchester Square
London W1A 1ES
Tel: 01-486-4488
Cable: Emirecord London
MD: Cliff Busby
Labels Owned: Blue Note, Cadenza, Capitol, EMI, Columbia, EMI-Digital, EMI-International, Harvest, HMV, Liberty, Note, Nut, Odeon, Parlophone, Regel Zonophone, Starline, Sunset, Tallsman, United Artists, Waverly
Labels Licensed: Rak, Rolling Stones

ENERGY RECORDS
P.O. Box 130
Hove, E. Sussex BN3 6QV
Tel: (0273) 500253
Telex: 877050

EURODISC
3 Cavendish Squere

JAPAN

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Tokyo
Pres: Takayuki Nakayi
Tel: 292-2861

YUI MUSIC PUBLISHERS
4-8-16, Sendagaya, Shibuye-ku
Tokyo
Pres: Yutaka Goto
Tel: 404-6851

ZEN ON MUSIC COMPANY
25, Higashi-goken-cho, Shinjuku-ku
Tokyo
Pres: Eljiro Shimada
Tel: 267-4321

ZENYU MUSIC PUBLISHING
18-4, Ichigaya-kawada-cho, Shinjuku-ku
Tokyo
Pres: Kazunari Takami
Tel: 357-1357

ZERO MUSIC PUBLISHING
3-9-2, Shibuya, Shibuya-ku
Tokyo
Pres: Yusuke Tachibana
Tel: 406-4714

ZIP MUSIC PUBLISHING
3rd Floor of Oshime bldg., 2-19-1, Minamiaoyama, Minato-ku
Tokyo
Pres: Ken Yamaguchi
Tel: 405-6264

ZUIYO ENTERPRISE
Akasaka-omotemachi bldg., 4-8-19, Akasaka, Minato-ku
Tokyo
Pres: Shigeto Takahashi
Tel: 574-6281

DIRECTORY

UNITED KINGDOM

London W1
Tel: 01-580-5566
Telex: 298933

FAULTY PRODUCT
41B Codrington Mews
Blenheim Crescent
London W11 2EF
Tel: 01-727-6734
MD: Miles A. Copeland

HANSA RECORDS
12 Bruton St.
London WIX 7Ar
Tel: 01-493-9766
Telex: 2987777
Directors: Peter & Trudi Meisel
MD: David Croker

ICE RECORDS
81A Osbaldeston Road
Stamford Hill
London N16
Tel: 01-806-3252-5
MD: Alpine Grant

ISLAND RECORDS LTD.
22 St Peters Square
London W6 9NW
Tel: 01-741-1511
Telex: 934541
Cable: Ackee
MD: Martin Davis
Labels Owned: Island
Labels Licensed: Shelter, Ze, Celluloid, Metropolis

JET RECORDS
International House
62-72 Chiltern Street
London W1.
Tel: 01-486-4444
Telex: 22787
MD: David Arden

K-TEL INTERNATIONAL (U.K.)
K-Tel House
620 Western Avenue
London W3.
Tel: 01-992-8000
Telex: 934195
MD: Colin Ashby
Labels Owned: Arrival, Chimbo, Kilo, K-Tel, Lotus, Rooster.

MAGNET RECORDS
Magnet House
22 York Street
London W1H 1FD
Tel: 01-486-8151
Telex: 25537
Cable: Maglondon.
MD: Michael Levy

MCA RECORDS (MCA INTERNATIONAL DISTRIBUTION)
1 Great Pulteney Street
London W1R 3FW
Tel: 01-439-9951
MD: Stuart Watson
Labels Owned: MCA.
Labels Licensed: ABC, Infinity

MOTOWN RECORDS
16 Curzon Street
London W1Y 7FF
Tel: 01-493-1603
Int'l VP: Peter Prince.
Labels Owned: Gordy, Motown, Prodigal, Tamla Motown.

MULTIPLE SOUND DISTRIBUTORS
79 Blythe Road
London W14 OHP
Tel: 01-602-3483
Telex: 914382
MD: Ian F. Miles
Labels Owned: Chevron, Images, Merco, Parade, Solid Gold, Tempo, Warwick, Windmill.

MUSIC FOR PLEASURE
1-3 Uxbridge Road
Hayes, Middlesex UB4 OSY
Tel: 01-561-3125
Telex: 22417
MD: E. J. Harris
Labels Owned (Records): Music For Pleasure (MFP), Classics For Pleasure (CFP).
Labels Owned (Tapes): Music For Pleasure Cassettes, Classics For Pleasure Cassettes, Listen For Pleasure (LFP) Spoken Word Cassettes.

OVAL RECORDS/MUSIC
11 Listen Rd.
London SW4
Tel: 01-622-0111
MDs: Charles Gillett, Gordon Nelki

OVATION RECORDS
33 Portland Road
Holland Park, London W11
Tel: 01-229-9631-4
Telex: 24224
Directors: David Howells, Ken Street

PHONOGRAM LTD.
50 New Bond Street
London W1Y 9HA
Tel: 01491-4600
Telex: 261563
Cable: Phonrec London
MD: Brian Shepherd
Labels Owned: Philips, Mercury, Vertigo, Fontana, Back Door, Some Bizzare, Neutron, Rocket, Mobile Suit Corp., C&D.

PICKWICK INTERNATIONAL
The Hyde Industrial Estate
The Hyde, London NW9 6JU
Tel: 01-200-7000
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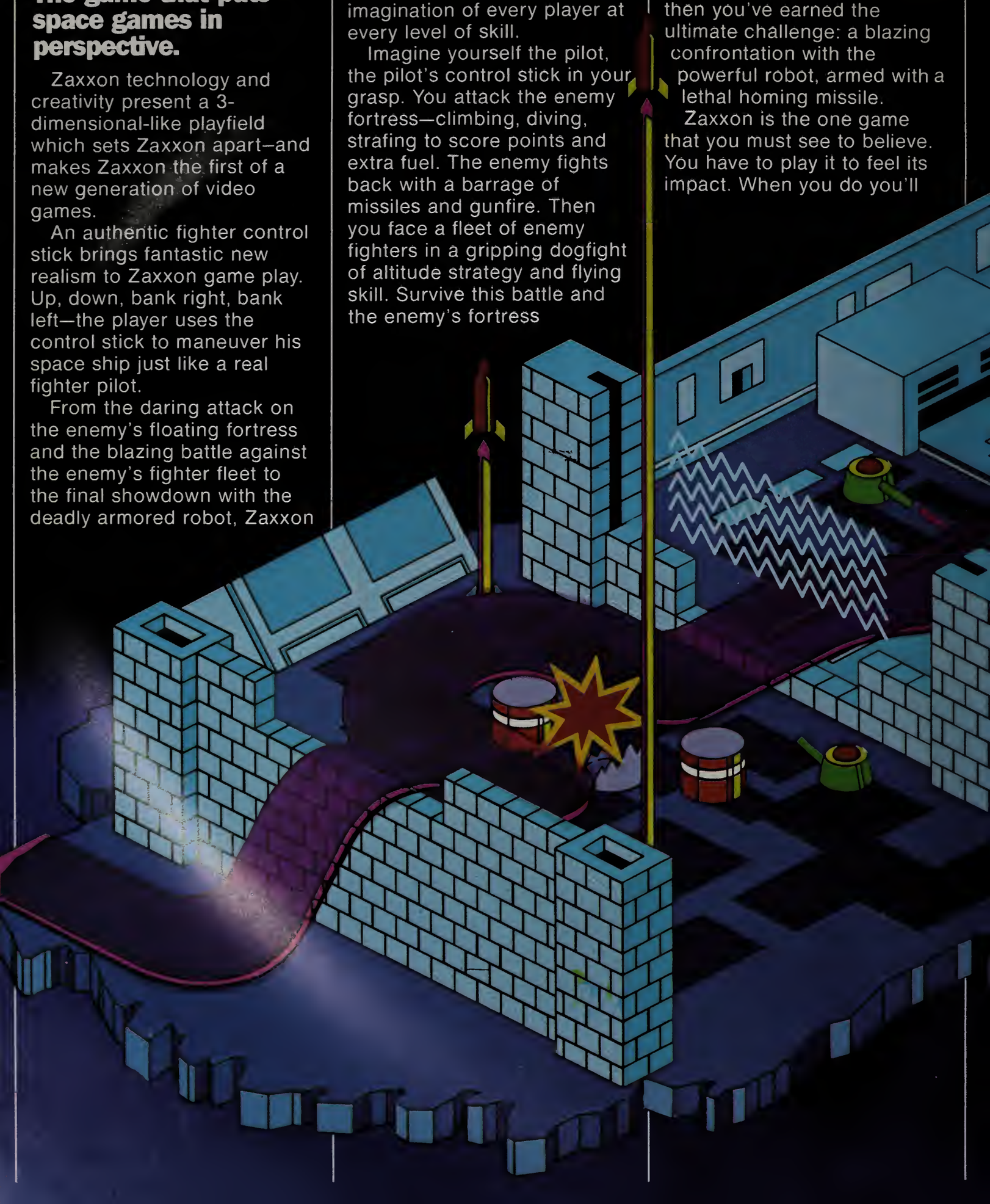

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Marie Pie, branch manager
(Automatic Products, Exidy, G.D.I., Gremlin, Moyer-Diebel, Nintendo, Pacific Novelty, Rock-Ola, Seeburg, Stern, Universal, U.S. Billiards, Williams).

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3051 N. 31st Ave.
Phoenix 85017
(602) 269-5891
Jim Francis, manager
(Centurl, Cinematronics, Gottlieb, Gremlin, Midway, NSM, Stern, Taito, Universal, Williams)

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3325 W. Catalina Drive
Phoenix 85017
(602) 269-2101
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Phyllis Lee, vice president
(national distributor of electronic bar games)

Mountain Coin Machine Dist. Co.
3850 W. Van Buren
Phoenix 85009
(602) 269-7596

Rowe International
3828 N. 28th Ave.
Phoenix 85017
(602) 279-2314
Paul Pettigrew, branch manager
John Coe, sales manager
(Atari, Bally, Centurl, Cinematronics, Game Plan, Gottlieb, Gremlin, Midway, Nintendo, Pacific Novelty, Rowe, Taito, Venture Line)

ARKANSAS

Godwin Dist. Co. Inc.
2024 W. 38th St.
No. Little Rock 72118
(501) 753-1138
Lester Godwin, president
James D. Godwin, secretary/treasurer
(American Shuffleboard, Automatic Products, Bally, Centurl, Dynamo, Exidy, Game Plan, Gremlin, Midway, Rock-Ola, Stern, Universal, U.S. Billiards)

Jack's Amusement Company
310 Strong Hwy.
El Dorado 71730
(501) 863-5600
Jack Ethridge, president
Brad King, sales manager
Mike Gifford, service
Suzanne Porter, office manager
(Bally, Centurl, Cinematronics, Data East, Exidy, Game Plan, Gremlin/Sega, Gottlieb, Midway, Nintendo, Williams, Taito, Valley, U.S. Billiards, American Shuffleboard)

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South San Francisco 94080
C.N. McMurdie, president
W.K. Laurie, vice president
Henry Okimoto, Hawaii office mgr.
sales persons: Ted Grosklos, Bill Thompson, Don Edwards, Pat Russell, Rich Rice, Brent Masson, Terry Lauchaire
(Ardac, Atari, Automatic Products, Bally, Bally Midway, Centurl, Cinematronics, Choice Vend, Exidy, J.F. Frantz, Gottlieb, Klopp Counters, Litton Microwave Products, Moyer Diebel, Mars Money Systems, Namco, Nichibutsu, Nintendo, Seeburg, Sega/Gremlin, Sunbird, Tommy Lift Gates, Tournament Soccer, U.S. Billiards, Valley, Williams)

Betson Pacific
2444 W. Pico Blvd.
Los Angeles 90006
(213) 388-9338
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Peter Betti, general manager
Joseph Betti, vice president
Bob Sanchez, comptroller
Joe Farney, game sales
Jolly Backer, game sales
Bernie Skoloboff, sales manager-amusement games
John Lotz, vending sales manager
Dave Guettler, vending sales rep
Phil Tarantine, parts manager
(Centurl, Exidy, Gremlin, Gottlieb, Dynamo, Irving Kaye, Premier, Moyer Diebel, Rock-Ola, Nintendo, Vendo)

Betson Pacific
960 Howard St.
San Francisco 94103
(415) 543-4495
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Jerry Monday, general manager
(Atari, Stern, Rock-Ola, Seeburg, Nintendo, Universal, Taito, Game Plan, Exidy, Gottlieb, Centurl, Dynamo)

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Los Angeles 90006
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Irwin Knigen, vice president-finance
John Scavarda, vice president-sales
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Circle International Co.
5640 Kearney Mesa Rd. — Suite G
San Diego 92111
(714) 278-3575
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Los Angeles 90006
(213) 737-1717
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Jack Fitzpatrick, general manager
Mike Kelly, service manager
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Los Angeles 90006
(213) 735-3001
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Ira Bettelman, exec. vice president
Hank Tronick, vice president
Sandy Bettelman, secretary
Leah Bettelman, treasurer
(Atari, Bally, Centurl, Cinematronics, Exidy, Game Plan, Gremlin, Midway, Stern, Taito, Valley)

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2277 W. Pico Blvd.
Los Angeles 90006
(213) 487-2710
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Steve Rousso, secretary
(Rowe music, cigarette, changers; Dynamo, Universal)

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Denver 80203
(303) 778-7778
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Sol Gordon, operations manager
Scott Thompkins, corp. service manager
(Midway, Williams, Gremlin, Taito, Nintendo, Stern, NSM, Gottlieb, Universal, Cinematronics, Game Plan, U.S. Billiards)

Continental Divide of West Slopes
685 W. Gunnison, Unit 108
Grand Junction 81501
(303) 241-2153
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Mountain Coin Machine Distributors
300 W. 53rd Place, Unit B
Denver 80216
(303) 620-9350
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Marty Cerin, general manager
(Ardac, Atari, Automatic Products, Bally, Centurl, Cinematronics, Dynamo, Electro-Sport, Game Plan, Gottlieb, Gremlin, Midway, Moyer Diebel, Nintendo, Rock-Ola, Stern, Valley)

Rowe International
2830 W. 9th Ave.
Denver 80204
(303) 534-6308
Ken Cottier, branch manager
Phil Glover, zone manager
(Rowe-AMI, RMI, Litton, Atari, Midway, Bally, Gremlin, Stern, Exidy, Cinematronics, Taito, Nintendo, Venture Line, American Shuffleboard, Valley, Irving Kaye)

CONNECTICUT

Betson Enterprises
301 Brewster Rd.
Milford 06443
(203) 878-6966
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Fred Miller, salesman
(Rock-Ola, Bally, Centurl, Cinematronics, Midway, Atari, Exidy, Stern, Gremlin, Williams, Taito, Moyer Diebel, Automatic Products, Kaye, National Rejectors, Ardac)

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Tom Hanko, service manager
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Joe Gilbert, manager
Norm Dompke, service manager
Red Mohre, parts manager
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Winter Haven 33880
(813) 967-1171
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Manley Lawson, vice president
James Prather, vice president
(NSM phonograph)

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Hialeah Lakes 33014
(305) 625-6666 (Miami)
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Orlando 32809
(305) 857-1181
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Hollywood 33020
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Carl Jonas, manager

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Orlando 32801
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Jerry Reeves, manager

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Rubin Piha, vice president
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Honolulu 96817
(808) 847-5785
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Wahiawa 96786
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Kacy K. Nakama, vice president/secretary
Katherine H. Shibuya, treasurer
Wally S. Sakuma, operations manager
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John Smead, dir.-national accounts
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John Lee, sales
Bob Parker, sales
Jim Fernella, sales
Rick Rochetti, sales
Tracey Tomashpol, export manager
Frank Pellegrini, sales
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National Coin
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Chicago 60614
(312) 281-8211
Carl Schmitt

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Chicago 60618
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Dorothy Perkins
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INDIANA

Bally Midwest
1343 Sadlier Circle So. Drive
Indianapolis 46239
(317) 352-0466
John H. Ard, branch manager
(Ardac, Atari, Automatic Products, Bally, Centurl, Cinematronics, Exidy, Game Plan, Gottlieb, Gremlin, Mars, Midway, Moyer Diebel, National Rejectors, Nintendo, Rock-Ola, Sharp, Stern, Taito, Valley)

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Ron Dixon, service manager
Buster Keith, parts manager
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Lew Jones, president
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(317) 542-9207
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Al Calderon, vice president
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Des Moines 50316
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Willard L. Curley, vice president
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Merriam 66203
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Manhattan 66502
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Wichita 67213
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Lexington 40511
(606) 231-8996

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Louisville 40228
(502) 966-5266
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Harvey Weingarten, treasurer
Jay Waldman, secretary
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James H. Litsey, Jr., vice president
LaVern Litsey, secretary/treasurer
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New Orleans 70130
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Johnny Asprodites, sales manager
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New Orleans 70113
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Christ Kenellakis, sales rep.
Betty Smith, sales rep.
(music, games and vending)

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Shreveport 71103
(318) 222-1642
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(Atari, Bally, Dynamo, Exidy, Game Plan, Gottlieb, Litton, Midway, Rowe, Stern, Valley, Williams, Sunbird)

MARYLAND

Banner Specialty Company
7160 Ambassador Road
Baltimore 21207
(301) 944-5060
MD-800-492-5522
D.C. & VA-800-638-3818
Edward A. Kucharski, regional vice president
sales reps: Ted Gray, Harvey Berlin, Sherri Seborowski, Sam Balzanna, customer service mgr.
(Atari, Automatic Products, Centuri, Cinematronics, Exidy, Gremlin/Sega, Litton, Mars Money Systems, Rowe Int'l., Taito, Tournament Management, Valley)

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Morris Zacher, vice president
Phillip I. Sternberg, secretary/treasurer
Gregg E. Kalifut, general manager
William Carnohan, general manager
(Williams, Dynamo, Valley, Universal U.S.A., Exidy, Klopp Money Systems, G.D.I., Game-A-Tron)

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Baltimore 21201
(301) 837-4119
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Joe Barranco, vice president
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Marsha Koenigsberg, vice president
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Glen Burnie 21061
(301) 768-3400
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Larry Wilner, asst. operating officer
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Norwood 02062
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James F. MacNeill, vice president-finance
John Maus, vice president-operations
Robert F. LeBlanc, vice president-sales
Robert T. Mahony, marketing director
Richard A. Navratil, vice president-vending
(Bally, Midway, Atari, Ardac, Automatic Products, Centuri, Cinematronics, Exidy, Fixture-World, GDI, Game Plan, Gremlin, Irving Kaye, Moyer Diebel, Namco, Nintendo, NRI, Pacific Novelty, Rock-Ola, Seeburg, Sega, Stern, Taito, United, Universal, Valley, Williams)

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111R Hope St., P.O. Box 791
Greenfield 01302
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Paul N. Strahan, treasurer-clerk
(Loewen American NSM)

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Dedham 02026
(617) 329-3300
Carmine Cortese, general manager
Dan Brown, sales manager
Arthur Frates, vending sales
(Atari, Cinematronics, Exidy, Game Plan, Gottlieb, Gremlin, Nintendo, Pacific Novelty, Rowe, Sega, United Billiards, Valley)

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Bally Midwest Distg. Inc.
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Livonia 48150
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(Ardac, Atari, Automatic Products, Bally, Centuri, Cinematronics, Exidy, Game Plan, Gottlieb, Gremlin, Midway, Rock-Ola, Moyer Deibel, Sharp, Sunbird, Stern, Tournament Soccer, Valley, Nintendo, Williams)

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Wyoming 49508
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Harold LaRoux, vice president
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Jerry Aiello, service manager
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Norman Pink, vice president & Gen. mgr.
Dan Heilicher, secretary
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Minneapolis 55431
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Stephen E. Lieberman, president

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Minneapolis 55405
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Hy Sandler, vice president
David Sandler, sales
Warren Sandler, sales
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Sam Massaro, general manager

Rowe International, Inc.
3189 Mercier
Kansas City 64111
(816) 531-5715
Ray V. Brown, regional general manager
Wm. S. Mandina, branch manager
(Rowe full line vending; Rowe bill changers; Rowe/AMI phonographs; Atari, Bally, Cinematronics, Compu-Games, Exidy, Game Plan, Gottlieb, Gremlin, Midway, Nintendo, Pacific Novelty, Venture Line, Valley, U.S. Billiards)

MONTANA

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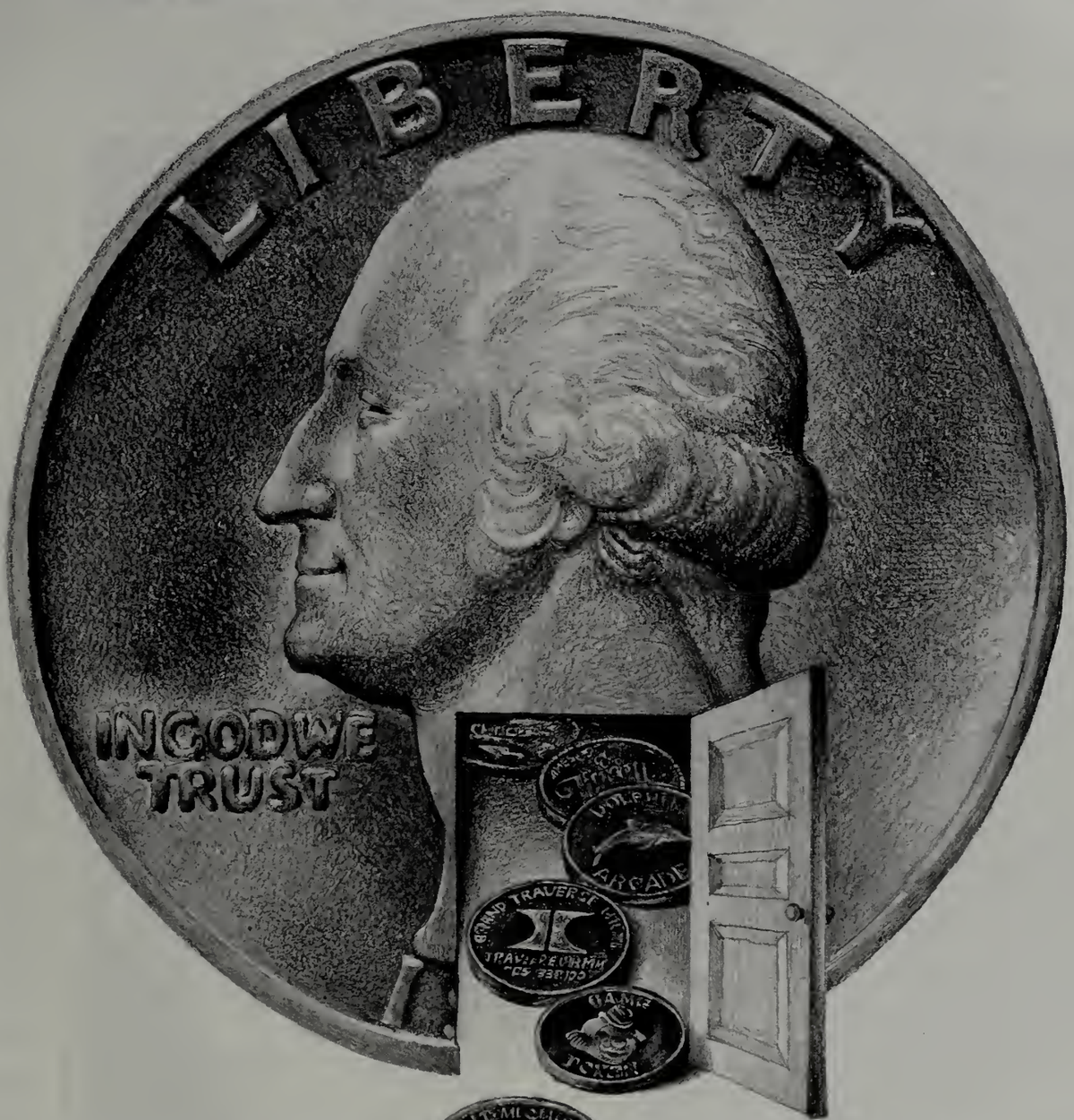

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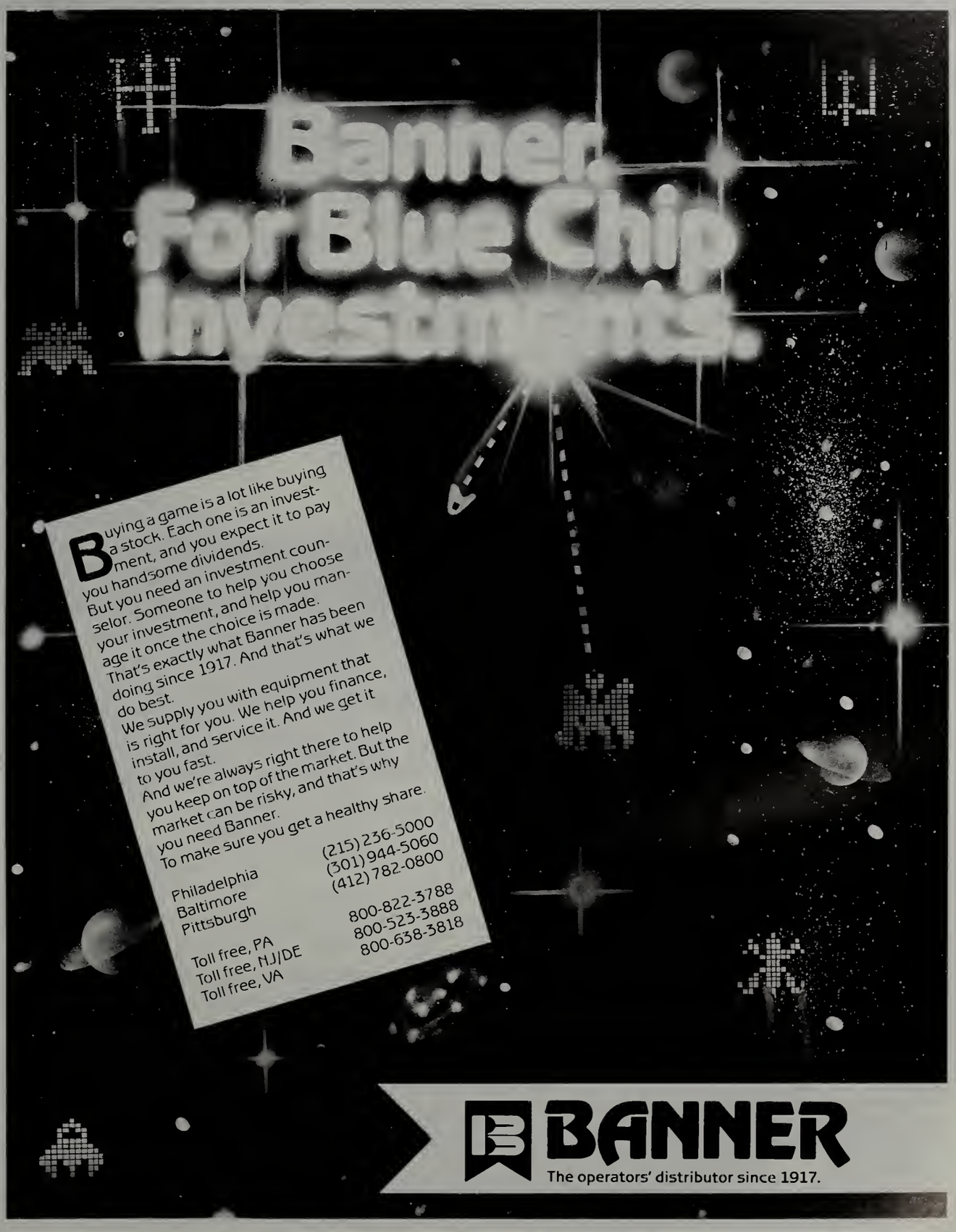
(continued on page 24)



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(800) 323-0253
contact: Paul Fitzpetrick
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Cincinnati, OH 45213
(513) 681-5424
contact: Arnold Wasserman
product line: tokens

Roger Williams Mint
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(405) 769-5343
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2271 Arbor Blvd.
Dayton, OH 45439
(513) 299-0990
contact: Jim Sneed or Carol Werren
(digital test equipment for video end electronic games)

(continued on page 26)

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(continued from page 23)

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(formerly Amusement Device Manufacturers Assn.) (AGMA)
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Des Plaines, IL 60018
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Chicago, IL 60631
(312) 693-7410
Edward G. Davis, executive director

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Walter W. Reed, director of public relations

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(continued from page 24)

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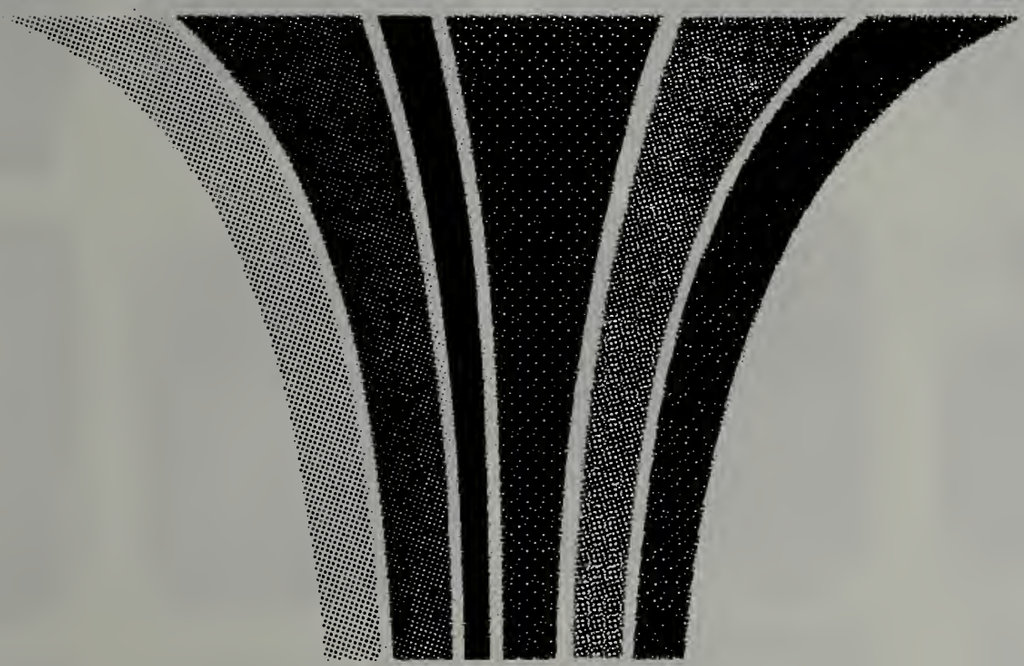

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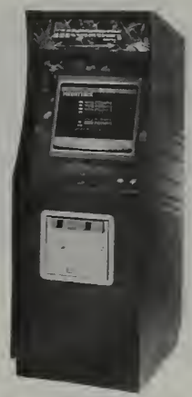

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upright & trimline

Taito America
Moon Shuttle
upright & trimline

Taito America
Qix

Taito America
Lock 'N Chase

Taito America
Grand Champion

Taito America
Alpine Ski

Taito America
Wild Western

DIRECTORY

VIDEO GAMES

Taito America
Kram

Taito America
Electric Yo Yo

Universal USA
Cosmic Avenger

Universal USA
Lady Bug

Williams
Stargate

Williams
Make Trax

Williams
Robotron 2084

Atari
Centipede

Centuri
Plelades

Midway
Galaga

Midway
Kick Man

Midway
Bosconian

Midway
Ms. Pac Man

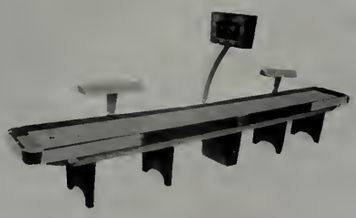
Sega/Gremlin
Frogger

Sega/Gremlin
Zaxxon

Taito America
Qix

DIRECTORY

POOL TABLES



American Shuffiboard
Royal

American Shuffleboard
Classic (Walnut)

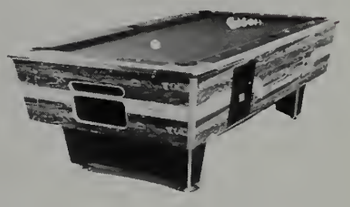
American Shuffleboard
Coin-op Bumpa

Irving Kaye Co.
Silver Shadow

Irving Kay Co.
Lion's Head

Irving Kaye Co.
Silver Shadow Klub

Irving Kaye Co.
Hurricane

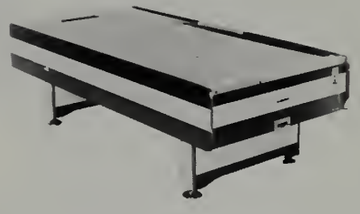


Tournament Soccer
Eight Ball

U.B.I.
Bronco

U.S. Billiards
Pro

U.S. Billiards
Charisma



U.S. Billiards
SST

Valley
Big Cat

Valley
Cougar

Valley
Pro Soccer

Valley
Tiger Cat
Bumper Pool

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July 3, 1982
Part 2 of 2 Parts

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PD-2-9503

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EDITORIAL

A Realistic Look

The debut of the International Records Syndicate (I.R.S.) "Cassingle" — a cassette single — is to be applauded. In this day and age when there is such an outcry against home taping and, by association, the Walkman player and the cassette itself, it is refreshing to see someone actually try to do something to capitalize on the millions of tape players out there.

The Walkman-type cassette player is a gift that the record industry cannot ignore. As galloping technology rapidly renders the traditional 12" format obsolete (who can take LPs and a record player to the beach, on a picnic or in the car?), it is imperative that record companies take a realistic look at the world around us.

In almost every industry that utilizes electronics, the continuing trend over the last few years has been one of miniaturization. Electronic technology has gotten to the point that more can be done in less space than ever. In the same way that Kodak's new disc camera is paving new roads in the miniaturization of cameras, it is almost a certainty that bulky, petroleum-based records will eventually become a thing of the past.

The tape is here to stay. It is more convenient than vinyl records and can be played with units much smaller than the standard stereos and record players. Another glimpse of the future is the Philips/Sony digital 5" Compact Disc (which operates on the same basic principal as digital tapes). The inevitable advance of electronic technology should not be ignored.

Thus, **Cash Box** commends I.R.S. for the imagination and inspiration to go with its new Cassingle. Offered in a format and at a price that will be attractive to consumers, this concept may be the next step into the future.

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ON THE COVER

Last year, the Rolling Stones' concert tour of America was righteously touted as *the* musical event of 1981. Today, many months after the Stones have come and gone, that tour is still making news with the release of "Still Life," an LP that aurally chronicles "The World's Greatest Rock and Roll Band's" trek across the United States. Only two weeks after its initial appearance, the album leaped from #37 to #7 bullet on the pop charts. And the 45, a raucous cover of Smokey Robinson and the Miracles' "Going' To A Go-Go," has also made a remarkable climb, jumping from #43 to #30 bullet on the pop singles chart. What makes these numbers even more astounding is that the group's last studio album, "Tattoo You," released prior to its whirlwind 1981 tour, remains on the LP charts nearly a full year following its debut.

In the world of art, the term "still life" usually refers to a study of inanimate objects. In the world of modern rock, however, "Still Life," the album, is one of the most lively objects around.

TOP POP DEBUTS

SINGLES	62	**VACATION** — Go Go's — I.R.S./A&M
ALBUMS	85	**ALL THE BEST COWBOYS HAVE CHINESE EYES** — Pete Townshend — Atco

NUMBER ONES

POP SINGLE
DON'T YOU WANT ME
The Human League
Virgin/A&M

B/C SINGLE
EARLY IN THE MORNING
The Gap Band
Total Experience/PolyGram

COUNTRY SINGLE
SLOW HAND
Conway Twitty
Elektra

JAZZ
OFFRAMP
Pat Metheny Group
ECM

The Gap Band

POP ALBUM
ASIA
Geffen

B/C ALBUM
STEVIE WONDER'S ORIGINAL MUSIQUARIUM I
Stevie Wonder
Tamla/Motown

COUNTRY ALBUM
MOUNTAIN MUSIC
Alabama
RCA

GOSPEL
HIGHER PLANE
Al Green
Myrrh

CASH BOX TOP 100 SINGLES

July 3, 1982

			6/26	Weeks On Chart
	1	DON'T YOU WANT ME THE HUMAN LEAGUE (Virgin/A&M 2397)	1	18
	2	EBONY AND IVORY PAUL McCARTNEY (Columbia 18-02860)	2	13
	3	ROSANNA TOTO (Columbia 18-02811)	3	12
	4	ALWAYS ON MY MIND WILLIE NELSON (Columbia 18-02741)	4	17
	5	HURTS SO GOOD JOHN COUGAR (Rive/PolyGrem R 209)	8	11
	6	LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (Capitol PB-5120)	7	9
	7	THE OTHER WOMAN RAY PARKER, JR. (Ariste AS 0669)	5	16
	8	CRIMSON AND CLOVER JOAN JETT & THE BLACKHEARTS (Boerdwelk NB7-11-144)	6	10
	9	HEAT OF THE MOMENT ASIA (Geffen GEF 50040)	9	12
	10	EYE OF THE TIGER SURVIVOR (Scotti Bros./CBS ZS5 02912)	20	5
	11	CAUGHT UP IN YOU .38 SPECIAL (A&M 2412)	13	10
	12	BODY LANGUAGE QUEEN (Elektre E-47452)	11	10
	13	TAINTED LOVE SOFT CELL (Sire SRE 40655)	15	23
	14	ONLY THE LONELY THE MOTELS (Capitol PB-5114)	17	10
	15	LET IT WHIP THE DAZZ BAND (Motown 1609MF)	18	10
	16	HOLD ME FLEETWOOD MAC (Werner Bros. 7-29966)	25	3
	17	ANY DAY NOW RONNIE MILSAP (RCA PB-13216)	19	10
	18	KEEP THE FIRE BURNIN' REO SPEEDWAGON (Epic 14-02967)	21	4
	19	PERSONALLY KARLA BONOFF (Columbia 18-02805)	22	10
	20	DO I DO STEVIE WONDER (Tamla/Motown 1612TF)	23	6
	21	TAKE ME DOWN ALABAMA (RCA PB-13210)	24	7
S	22	ABRACADABRA THE STEVE MILLER BAND (Capitol PRO-9785)	30	6
	23	WHAT KIND OF FOOL AM I RICK SPRINGFIELD (RCA PB-13245)	27	5
	24	PLAY THE GAME TONIGHT KANSAS (Kirshner/CBS ZS5 02903)	26	9
S	25	EVEN THE NIGHTS ARE BETTER AIR SUPPLY (Ariste AS 0692)	33	4
	26	FORGET ME NOTS PATRICE RUSHEN (Elektre E47427)	28	9
	27	HARD TO SAY I'M SORRY CHICAGO (Full Moon/Warner Bros. 7-29979)	36	5
	28	STILL THEY RIDE JOURNEY (Columbia 18-02883)	32	7
	29	THIS MAN IS MINE HEART (Epic 14-02925)	29	8
S	30	GOING TO A GO-GO THE ROLLING STONES (Rolling Stone/Atco RS 21301)	43	4
	31	AFTER THE GLITTER FADES STEVIE NICKS (Modern/Atco MR 7405)	31	8
	32	ANGEL IN BLUE THE J. GEILS BAND (EMI America P-B-8100)	34	7
	33	HOPE YOU LOVE ME LIKE YOU SAY YOU DO HUEY LEWIS AND THE NEWS (Chrysalis 2604)	35	7
S	34	I FOUND SOMEBODY GLENN FREY (Asylum E-47466)	40	5
	35	WASTED ON THE WAY CROSBY, STILLS & NASH (Atlantic 4058)	52	2
	36	BE MINE TONIGHT NEIL DIAMOND (Columbia 18-02928)	38	7
S	37	YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU MELISSA MANCHESTER (Ariste AS 0676)	45	6
	38	NICE GIRLS EYE TO EYE (Werner Bros. WBS 50050)	42	7
	39	DANCING IN THE STREET VAN HALEN (Werner Bros. 7-29986)	41	7
	40	I'VE NEVER BEEN TO ME CHARLENE (Motown 1611 MF)	10	18
	41	ISLAND OF LOST SOULS BLONDIE (Chryselis 2603)	44	5
	42	EARLY IN THE MORNING THE GAP BAND (Total Experience/PolyGrem TE-8201)	47	7
	43	OUT OF WORK GARY U.S. BONDS (EMI America P-B-8117)	50	4
	44	IF THE LOVE FITS WEAR IT LESLIE PEARL (RCA PB-13235)	48	7
	45	IT'S GONNA TAKE A MIRACLE DENIECE WILLIAMS (ARC/Columbia 18-02812)	16	14
	46	YOUR IMAGINATION DARYL HALL & JOHN OATES (RCA PB-13252)	55	3
	47	RIGHT KIND OF LOVE QUARTERFLASH (Geffen 7-29994)	49	6
	48	MAKING LOVE ROBERTA FLACK (Atlantic 4005)	14	18
	49	DON'T TALK TO STRANGERS RICK SPRINGFIELD (RCA PB-13070)	12	18
	50	WHAT DO ALL THE PEOPLE KNOW THE MONROES (Alfe ALF-7119)	53	6
	51	HOOKED ON SWING LARRY ELGART AND HIS MANHATTAN SWING ORCHESTRA (RCA PB-13219)	57	5
	52	STONE COLD RAINBOW (Mercury/PolyGrem 76146)	39	11
	53	CUTIE PIE ONE WAY (MCA-52049)	59	6
	54	KIDS IN AMERICA KIM WILDE (EMI America P-B-8110)	58	7
	55	PAPERLATE GENESIS (Atlantic 4053)	60	5
	56	MAN ON YOUR MIND LITTLE RIVER BAND (Capitol P-B-5061)	37	14
	57	WHEN IT'S OVER LOVERBOY (Columbia 18-02814)	51	13
	58	AMERICAN MUSIC POINTER SISTERS (Planet/RCA YB-13254)	85	2
	59	LOVE PLUS ONE HAIRCUT ONE HUNDRED (Ariste AS 0672)	65	6
	60	IF YOU WANT MY LOVE CHEAP TRICK (Epic 14-02968)	66	5
	61	I WANT CANDY BOW WOW WOW (RCA PB-13204)	63	6
	62	VACATION GO GO'S (I.R.S./A&M IR-9907)	—	1
	63	LANDSLIDE OLIVIA NEWTON-JOHN (MCA-52069)	69	4
S	64	LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER (Geffen 7-29982)	82	2
	65	THINK I'M IN LOVE EDDIE MONEY (Columbia 18-02964)	88	2
	66	LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty P-B-1471)	—	1
	67	I'LL FIND MY WAY HOME JON & VANGELIS (Polydor/PolyGrem PD 2205)	54	7
	68	DANCE WIT' ME — PART 1 RICK JAMES (Gordy/Motown 1619GF)	56	6
	69	BREAK IT UP FOREIGNER (Atlantic 4044)	46	8
	70	(SITTIN' ON) THE DOCK OF THE BAY THE REDDINGS (Believe In A Dream/CBS ZS5 02836)	79	3
	71	TO DREAM THE DREAM FRANKIE MILLER (Capitol PB-5131)	78	3
	72	867-5309/JENNY TOMMY TUTONE (Columbia 18-02646)	61	24
	73	ROUTE 101 HERB ALPERT (A&M 2422)	86	2
	74	I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS (Boerdwelk NB7-11-135)	64	22
	75	WITHOUT YOU (NOT ANOTHER LONELY NIGHT) FRANKE & THE KNOCKOUTS (Millennium/RCA YB-13105)	62	14
	76	EMPTY GARDEN (HEY HEY JOHNNY) ELTON JOHN (Geffen GEF 50049)	68	16
	77	MURPHY'S LAW CHERI (Venture VD-5019)	72	12
	78	WHEN HE SHINES SHEENA EASTON (EMI America P-B-8113)	71	14
	79	HAPPY MAN GREG KIHN BAND (Beserkley/Elektre B-47463)	67	6
	80	STREET CORNER ASHFORD & SIMPSON (Capitol P-B-5109)	90	2
	81	MAIN THEME FROM "CHARIOTS OF FIRE" VANGELIS (Polydor/PolyGrem 2189)	70	30
	82	NO ONE LIKE YOU SCORPIONS (Mercury/PolyGrem 76153)	75	4
	83	A NIGHT TO REMEMBER SHALAMAR (Solar/Elektre S-48005)	74	13
	84	GET DOWN ON IT KOOL & THE GANG (De-Lite/PolyGrem DE 818)	73	19
	85	SO FINE OAK RIDGE BOYS (MCA-52065)	77	4
	86	AND I'M TELLING YOU I'M NOT GOING JENNIFER HOLLIDAY (Geffen 7-29983)	—	1
	87	FANTASY ALDO NOVA (Portrait/CBS 24-02799)	80	16
	88	MEGA FORCE 707 (Boerdwalk NB7-11-146)	—	1
	89	WORDS MISSING PERSONS (Capitol PB-5127)	—	1
	90	TOO GOOD TO TURN BACK NOW RICK BOWLES (Polydor/PolyGrem PD 2209)	—	1
	91	I REALLY DON'T NEED NO LIGHT JEFFREY OSBORNE (A&M 2410)	95	2
	92	LOVELINE DR. HOOK (Casablanca/PolyGrem NB2351)	76	4
	93	JUST ANOTHER DAY IN PARADISE BERTIE HIGGINS (Kat Family/CBS 5-02839)	83	9
	94	'65 LOVE AFFAIR PAUL DAVIS (Ariste AS 0661)	84	19
	95	GLORIA LAURA BRANIGAN (Atlantic 4048)	—	1
	96	FRIENDS IN LOVE DIONNE WARWICK and JOHNNY MATHIS (Ariste AS 0673)	87	10
	97	SIX MONTHS IN A LEAKY BOAT SPLIT ENZ (A&M 2411)	81	4
	98	I PREDICT SPARKS (Atlantic 4030)	91	6
	99	WE GOT THE BEAT THE GO-GO'S (I.R.S./A&M IR-9903)	93	24
	100	MY GIRL DONNIE IRIS (MCA 52031)	89	14

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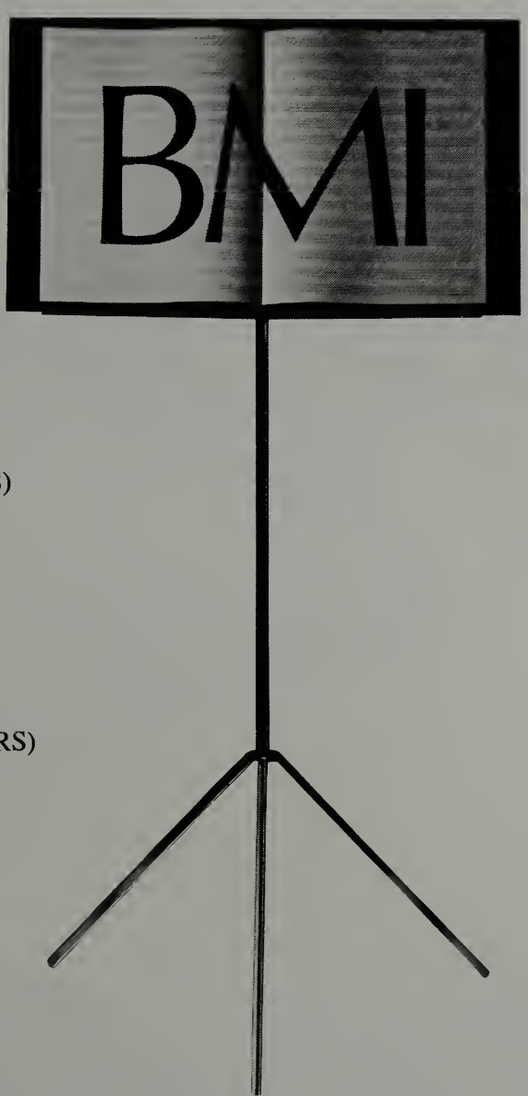
We Got The Beat (Daddy — Oh Music) 99
What Kind Of Fool (Robie Porter — BMI) 23
What Do All (Dode + MAM + Nineteen Eighty — ASCAP) 50
When He Shines (WB Music — ASCAP) 78
When It's Over (Blackwood/Deen Of Music — BMI/April/Duke Reno — ASCAP) 57
Without You (Bright Smile/Knockout/Kid — ASCAP/Big Teeth /Blake and Blue — BMI) 75
Words (Private Life/Privete Parts — ASCAP) 89
Your Imagination (Hot-Cha/Unicheppell — BMI) .. 46
You Should Hear (Warner-Tamerlane/Body Electric — BMI) 37

= Exceptionally heavy radio activity this week

= Exceptionally heavy sales activity this week

Congratulations To All BMI Award Winners For The Most Performed Songs Of 1981.

Deborah Allen
Janna Allen
Peter Allen
Sara Allen
Jerry Allison
Eddy Arnold
Roy August
Jesse Barish
Kenneth Bell
Robert Earl Bell
Ronald Nathan Bell
Chuck Berry
Alfred Braggs
George M. Brown
Dominic Bugatti (PRS)
Jonathan Cain
Roseanne Cash
Bruce Channel
Rick Christian
Eric Clapton (PRS)
Michael Clark
Hank Cochran
Roger Cook
Sonny Curtis
Lacy Dalton
George Davis
Mac Davis
Steve Davis
Lee Diamond
Dean Dillon
Rokusuke Ei (JASRAC)
John Farrar
Jack Feldman
Dick Feller
Kye Fleming
Dallas Frazier
Albhy Galuten
Teddy Gentry
Stephen Geyer
Barry Gibb
Maurice Gibb
Robin Gibb
Graham Goble (APRA)
George Greer
Merle Haggard
Daryl Hall
George Harrison (PRS)
Neil Harrison (PRS)
Jerry Hayes
Samuel Hogin
John Holt (PRS)
David Jenkins
Will Jennings
Gerard Kenny
Kris Kristofferson
Michael Leeson (PRS)
John Lennon (PRS)
Cory Lerios
Morris Levy
Dennis Linde
Frankie Lymon
David Malloy
Barry Manilow
Barry Mann
Bob McDill
Joe Melson
Gerald Metcalf
Robert Mickens



Dennis Morgan
Roger Murrah
Frank Musker (PRS)
Hachi Nakamura (JASRAC)
Willie Nelson
John Oates
James O'Hara
Roy Orbison
Randy Owen
Alan Parsons (PRS)
Dolly Parton
Stephen Perry
Donald Pfrimmer
Sandy Pinkard
Leroy Preston
Eddie Rabbitt
Chick Rains
Jerry Reed
Donald Reid
Harold Reid
Don Robey
Graham Russell (APRA)
Carole Bayer Sager
Norman Sallit
Phil Sampson
Mike Settle
Billy Joe Shaver
Drey Shepperd
Billy Sherrill
Mark Sherrill
Terry Skinner
Claydes Eugene Smith
Rick Springfield
Keith Stegall
Even Stevens
Bruce Sussman
Eric Tagg
Alan Tarney (PRS)
Chip Taylor
James Taylor
James Warren Taylor
John Issac Taylor
Dennis Ronald Thomas
Earl Eugene Toon, Jr.
Gino Vanelli
Rafe Van Hoy
Robert Wachtel
Dana Walden
Cindy Walker
J.L. Wallace
Cynthia Weil
Donna Weiss
Sterling Whipple
Hank Williams, Jr.
Jerry Williams
Jeffrey Wilson
Norro Wilson
Steve Winwood (PRS)
Eric Woolfson (PRS)
Stephen Young

Wherever there's music, there's BMI.

VISIONARY.

Look out for "Looking Out." Because this new album reveals a side of McCoy Tyner you haven't seen before.

Naturally, all the keyboard work is up to the usual high Tyner standards. However, the album also includes dynamic collaborations with superstars Carlos Santana and Stanley Clarke. Plus some stunning vocal performances on "Love Surrounds Us Everywhere" and "I'll Be Around" guaranteed to take R+B radio by storm.

It's exciting new musical territory for McCoy Tyner.

Listen. And see for yourself.

McCOY TYNER. "LOOKING OUT." MUSIC FROM A NEW POINT OF VIEW.

FC 38053

FEATURING SPECIAL APPEARANCES BY CARLOS SANTANA AND STANLEY CLARKE. ON COLUMBIA RECORDS AND TAPES.

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Variable Pricing For LPs Gains Steam At Retail

by Jim Bessman

NEW YORK — A **Cash Box** survey of retail chains shows higher shelf prices in all album list price categories than in the last quarterly survey (**Cash Box**, April 17), though these gains are matched by lowered sale prices. However, variable pricing, both within chains' individual outlets and for specific manufacturers, has produced wide price fluctuations within many of the categories. Each chain's lowest sale price and highest shelf price has been recorded in the accompanying chart.

Using these figures, the average shelf price for midlines has increased 28 cents to $5.63 since mid-April's $5.35, while the average sale price has dropped 20 cents from $4.34 to $4.14. For $8.98 product, average shelf price has jumped 18 cents to $8.20 from $8.02, while average sale price, at $6.09, is now 28 cents less than the previous high of $6.37.

Product listing at $9.98, which was shelved at a $9.00 average, is now 18 cents higher at $9.18. Average sales price in this category, however, has dropped 29 cents from $7.59 to $7.30. For the $13.98 list, the current $12.68 average is 27 cents above the earlier $12.41. The average sale price is now $10.44, down 34 cents from the previous $10.78.

Current average singles price continues to rise, and at $1.73, is up a dime from the $1.63 figure of the last survey.

Some retailers were unable to provide average prices in certain categories for a variety of reasons. Some do not offer sale prices for all product price levels. Budget Tapes & Records, for example, has no

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FOUR TOP APPLES — *While in New York to attend the premiere of Grease 2, in which they sing the theme song, "Back To School Again," Casablanca/PolyGram recording group the Four Tops visited with the company's New York staff to discuss their upcoming LP, "One More Mountain." Pictured* ***standing*** *are (l-r): Jenny Myers, international exploitation manager, PolyGram; Harry Losk, senior vice president of marketing; Abdul "Duke" Fakir of the group; Stu Fine, senior director of A&R; Levi Stubbs of the group; and Jim Lewis, vice president of marketing. Pictured* ***kneeling*** *are (l-r): Randy Roberts, national single sales director; Tommy Young, vice president of R&B promotion; Michael Kidd, national director of field promotion; Bill Cataldo, national promotion director; and Harry Palmer, national album director.*

Third Quarter LPs: Mix Of Superstar, Sophomore Acts

by Jim Bessman

NEW YORK — Summer has traditionally been a strong time for new product by established acts, and this year's third quarter will be no different. In addition, the expected releases include follow-ups to hit first albums, label debuts from familiar names, and initial major label outings from acclaimed new acts. Soundtrack albums will continue to coincide with major motion picture release schedules, and the dance/exercise craze should be maintained by the August release of the inevitable "Miss Piggy's Aerobic Exercise Exercise" on Warner Bros.

The second half of 1982 kicks off in full stride on July 1 when Elvis Costello returns to rock 'n' roll with "Imperial Bedroom," his eighth album for Columbia. The label is also releasing Translator's "Heartbeats And Triggers" on that date as its initial 415 Records LP, following it on July 15 with Romeo Void's 12", four-song LP "Never Say Never," the San Francisco indie's hottest mover before pacting with Columbia.

On July 14, Arista releases The Busboys' second album, "American Worker," while Geffen puts out a new Donna Summer LP. On July 27, summer begins for the Go-Go's, whose second I.R.S. album, "Vacation," is one of the most eagerly awaited albums of the season. Other particularly noteworthy July releases include Warner Bros.' new Fleetwood Mac LP, "Mirage," ex-Squeeze keyboardist Paul Carrack's "Suburban Voodoo" on Epic, a new Bad Company set on Swan Song, a Lionel Ritchie album for Motown and MCA's soundtrack to the Burt Reynolds-Dolly Parton film *The Best Little Whorehouse In Texas*.

Major August releases include Steve Winwood's "Arc Of A Diver" followup, "Talking Back To The Night," and a new Prince album for Warner Bros., a new Hall & Oates for RCA, George Thorogood's "Bad To The Bone" on EMI, Warren Zevon's "The Envoy" on Asylum and an Anne Murray LP on Capitol.

Among the September titles expected are a Nick Lowe-produced Fabulous Thun-

(continued on page 21)

NARM Committees Urge Grassroots Support For Mathias Amendment

by Fred Goodman

CHICAGO — The escalation of a grassroots campaign in support of the Mathias Amendment — and in particular that portion of it focusing on elimination of the first sale doctrine as it applies to audio recordings — was the across-the-board topic of concern at the three National Assn. of Recording Merchandisers (NARM) wholesaler advisory meetings held last week at the Hyatt O'Hare Hotel here.

"We have people from every state in our organization," said Mickey Granberg, executive director, NARM. "There's no reason why we shouldn't be making direct contact with legislators on the local level where people have clout. I think we can be successful, especially if we just concentrate on the audio portion of the first sale doctorine."

The three committee meetings, held in staggered sessions, ran from June 22-25, with the Rack Jobbers meeting June 22-23, the One Stop Advisory meeting June 23-24; and the Independent Distributors meeting June 25.

As part of the planning for its upcoming Rack Jobbers Conference, scheduled for Oct. 20-22 in Scottsdale, Ariz., the Rack Jobbers Committee identified and outlined four projects for discussion. Chief among them is the development of a market research program aimed at identifying the buying habits of the department store consumer.

The research program, to be outlined by the October meet, would be based upon interviews with customers in rack-serviced outlets like K-mart, Sears and J.C. Penney. "We would like to know how to do a better job of capturing the customer that a store has already brought in," said Granberg, "and how to build record consumers among the existing in-store traffic." Part of the program will focus on price sensitivity, and try to determine when records become too expensive for department store shoppers.

Radio Plan

The second project will be to seek discussions between record wholesalers and radio stations. "There is an awareness among rack jobbers that they are being hurt by radio," said Granberg, who cited

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Retailers Update Store Design To Match Product Mix

by Jim Bessman

NEW YORK — With many record retailers expanding their product lines into all areas of home entertainment (**Cash Box**, April 24), it seems only natural that store designs are being modified to handle the new merchandise mix. While it's still early in the new home entertainment game, retailers contacted by **Cash Box** are very much aware of the potential future change in store planning, though some are ahead of others in implementing these changes into their current layouts.

A prophetic glimpse into the record store/home entertainment center future may have been offered three weeks ago by Show Industries in Los Angeles, when the company opened its 26th Music Plus outlet in Santa Monica. According to president Lou Fogelman, the new store has a "high tech look" where form follows function. "A spiral staircase leads to a mezzanine, where we stock all our cassettes — video and audio. We also keep our video games in the mezzanine, as well as display units and demonstration models for Atari and Odyssey."

The new outlet is the first Music Plus to have a mezzanine, a structural element that Fogelman has always wanted. He said that it allows cassette configurations to be displayed together in the open instead of behind a counter.

The design of the mezzanine is such that the merchandise in it is visible from the lower level, where the records are stocked. Also visible are the air conditioner ducts, which are painted bright orange, as are the building braces. The square-paned windows, said Fogelman, are "industrial-type" to match the futuristic ambience.

To go with the surroundings, the store has devised new display containers. Modified product bins have been created for albums and cassettes, and budget product is enclosed in two-tiered bins. A new children's rack has been introduced to hold LPs, 45s, and cassettes all together. Both wall and freestanding tape fixtures have been constructed to allow greater customer access. Fogelman said that if the fixtures work out well enough, they may be distributed throughout the rest of the chain.

As for the store design, Fogelman felt that if it proved successful, it might also be replicated in future locations. "It's too early to tell" he said, voicing a concern shared by many retailers who are unsure at the present moment which of the many new product lines will survive their initial splash in the marketplace.

Joe Bressi, vice president of purchasing

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Go-Go's 'Vacation' Introduces I.R.S. Cassingle Series

by Michael Glynn

LOS ANGELES — The phenomenal rise in popularity of Walkman-type personal cassette stereo units, coupled with American record companies' continuing experimentation with various single formats (i.e. the B-side medley, the one-sided 45 r.p.m. record, etc.), has prompted A&M-distributed I.R.S. Records to issue a special cassette single of the Go-Go's new "Vacation."

Test marketing of the Go-Go's "Cassingle," as I.R.S. has dubbed it, began last week in Atlanta, according to label creative services vice president Carl Grasso, with the nationwide release to follow shortly thereafter. Grasso indicated that the label is issuing an initial run of 10,000 Cassingles of "Vacation," b/w "Beatnik Beach," at a suggested list price of $2.98.

While some U.K. and Japanese record companies have experimented sporadically with cassette singles since the late '70s, they've met with little success. Grasso noted that I.R.S. decided to release the Go-Go's Cassingle, however, due to the fact that "the nature of the song and the group itself created a unique opportunity for us to test the concept" in addition to receiving "very positive" retail feedback.

"As far as the marketing (of cassette singles) done in the U.K., we did look at it too closely," said Grasso. "It just made sense to us since so many kids use personal cassette players at the beach, the Go-

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BUSINESS NOTES

Calif. Assembly OK's Bill To Clarify Tax

LOS ANGELES — The California legislature made the first step June 18 toward enacting a law that would exempt independent producers, production companies, engineers and recording studios from sales taxation on all their costs leading to the production of a master tape.

On a vote of 50-18, the California Assembly floor passed Assemblywoman Gwen Moore's (D-L.A.) AB 2871, which would clarify a State Board of Equalization interpretation of California tax law. The board has currently attempted to enforce a six- to six-and-a-half percent sales tax on all master tape production costs such as hotel room, food, personal services, etc., retroactive to 1976.

Assembly approval followed closely on the heels of the Assembly Ways and Means Committee approval of the bill by a 16-2 vote. The Assembly Committee on Taxation and Revenue passed the bill April 14 in a unanimous vote. Now that the Moore measure has passed the Assembly, the bill will be reviewed by the State Senate Revenue and Taxation Committee, the Senate Finance Committee and, if it passes through these committees, then on to the Senate floor.

Attorney Bill Bagley, who has been representing the California Entertainment Organization (CEO) in trying to get the measure passed, said that if the Senate passes the measure, then the governor must sign the bill into law. Bagley said that a positive indication that the governor would ratify the measure was the neutral position established by the state Dept. of Finance.

"If the budget experts in the finance department (who advise the governor on fiscal matters) really thought that passage of the bill would result in a substantial revenue loss, then they would come against it," said Bagley, adding, "What they oppose, the governor usually opposes."

Bagley pointed out that CEO lobbying arguments have centered on the fact that the Moore bill exemption would not actually result in a revenue loss because the Board of Equalization has ignored an amendment to the 1976 Tax law, authored by Sen. Harold Robbins, which exempted sales taxation on all values leading to finished goods.

The Board of Equalization has continually stressed that if the Moore bill is passed, the state would lose $5 million during fiscal year 1982-83 in potential revenue. If the bill is passed, the state also would be required to return $15 million in tax payments already collected. Under the current Board of Equalization interpretation, in addition to the sales tax levy, the state collects an 18-20% per month penalty and a 10% penalty for failure to file such taxes.

The board's argument was initially successful on the Assembly floor, where Assemblyman Larry Kapiloff (D-S.D.) pushed the bill in Moore's absence. The first vote on the measure concluded in a 35-20 tally, with 41 "aye" votes needed to pass the measure. Bagley said that after he and associate Jack Knox, both former legislators and now partners in the law firm of Knossaman, Kruegar and Knox, made the rounds through the Assembly floor to collect additional votes.

Bagley said that those opposed to the Moore measure argue on the floor that in these tight fiscal times, the state shouldn't throw away potential income.

While this argument did not prevail in the Assembly, Bagley said, "We'll have to build a whole new momentum in the Senate to get this bill passed."

NMPA Bows Gold, Platinum Awards

NEW YORK — At its 65th annual meeting held here on June 22, the National Music Publishers Assn. (NMPA) introduced a gold and platinum certification program for songs based on both sales and quality achievement criteria. The program takes effect July 1.

To be certified gold, a song must sell 1,000,000 units. Platinum certification requires sales of 2,000,000 units. Record club sales are eligible, but cutouts and special product, such as television or mail order sales and premiums, are not.

To meet the achievement standard, a song must meet one of four criteria: it may be recorded by three different artists and be commercially released in the U.S.; it may be the "A" side of a Top 20 single in the national pop, black, country or easy listening charts of **Cash Box** or other record trade magazines; it may be either the title track of a feature motion picture, television series or Broadway musical; or it may be the title track of a Top 20 album on a record trade magazine national album chart.

This certification program is limited to NMPA members and has no time restrictions. If NMPA members can provide necessary documentaiton, a qualified song from the past will be certified.

Also on the NMPA meet agenda was a report from president Leonard Feist that NMPA membership had reached 280, an all-time high. In addition, Feist reported that membership in the anti-home taping Coalition to Save America's Music now includes 22 different music industry organizations.

WEA To Distribute Two-fer Cassettes

LOS ANGELES — WEA Corp. will begin distributing a new two-fer series of Warner Bros., Elektra/Asylum and Atlantic cassettes at a list price of $10.98 in mid-July. The cassette packages will feature a number of prominent acts from the labels under the heading of a "2 For One" series.

Acts to be included in the series include the Doobie Brothers, Fleetwood Mac, the Grateful Dead, Van Morrison, Peter, Paul & Mary, James Taylor, ZZ Top, Neil Young, Talking Heads, Jimi Hendrix, Joni Mitchell and T-Rex on Warner Bros.; the Eagles, the Doors and Carly Simon on Elektra/Asylum; and Genesis, Yes, Hall & Oates, the J. Geils Band and Emerson, Lake & Palmer on Atlantic.

New packaging has also been developed for the "2 For One" series. The cassettes will be packaged in a cardboard flip-top box with more elaborate than usual graphics.

The mid-July introduction of the two-fer series will be highlighted by special concentrated efforts in a few selected markets where cassette sales are normally strong. Various pricing schemes (discount and full list price) will be used to test the viability of the concept.

CBS Makes Offer To Extend Debt Maturity

NEW YORK — CBS Inc. has made an offering of $150 million principal amount of 10-year notes, according to a registration statement filed May 28 with the Securities and Exchange Commission in Washington, D.C. The offering represents part of the company's financial plan to extend maturity on its corporate debt. The notes will be sold through an underwriting group headed by Morgan Stanley & Co. and Lazard Freres & Co. investment firms.

Specialty Stores Prosper By Staying Abreast Of Trends

by Jim Bessman

NEW YORK — Alternative record stores — ma & pa outlets that deal almost exclusively in independent label and imported product — are one segment of the ailing music business weathering the sick economy and changing consumer tastes remarkably well. Though the product that they stock gets so little airplay that massive consumer interest is stifled, most dealers contacted by **Cash Box** report increased demand for the increasing numbers of titles available as more and more new acts are taking the independent route trod previously by such acts as the Go-Go's, Joan Jett and Human League.

"Alternative record stores are narrowcasting to a specified clientele," stated Jimi LaLumia, sales manager and buyer for Intercontinental Record and Cassette, Inc., a Long Island-based company that services 4,000 U.S. accounts with imported and independent product. "Regardless of what happens economically, their clients supply them with consistent business. Thus they serve as a very good gauge, and labels are paying more and more attention to those acts that start on the import and independent level — the old I & I — then sell enough records that the labels want a piece of the action."

Bob Plotnik has sold records as an adjunct to collecting them since 1965, as he puts it, "from doo wop to the Stones to Tiny Tim to The Clash." His Bleecker Bob's Golden Oldies store in Manhattan has long been a haven for Greenwich Village record mavens.

"Things are great," said Plotnik, "but business is always good since we have things that normal stores are afraid to carry." The walls and counters and bins of Plotnik's rectangular box of a store are

(continued on page 14)

NARM Plans To Bow Operations In Canada

NEW YORK — The Canada Advisory Committee of the National Assn. of Recording Merchandisers (NARM) met recently in Toronto to formulate plans for expanding NARM operations in Canada. As a result, the NARM Canada Advisory Committee is expected to select a chairman at its next meeting who will act as Canada's representative to the NARM Retailers Advisory Committee meeting scheduled for July 7-8 in Chicago.

Committee members include Gray Allen, Treble Clef; Vito Iurello, Records on Wheels; Dick Moody, Sound Insight, Ltd.; Bob Muckle, Sherman/Mister Sound; Malcolm Perlman, Sunrise Records & Tapes; and Sam Sniderman, Sam the Record Man. Also attending the meeting were Joe Cohen, NARM executive vice president, and Brian Robertson, president, Canadian Recording Industry Assn. (CRIA).

Meanwhile, a NARM Canadian membership drive will be launched on a local basis, and a brochure outlining advantages of joining NARM will be developed.

Current NARM programs in the process of being implemented in Canada include the "Give the Gift of Music" campaign, the Bankcard program and the store bag program.

"Gift of Music" in-store merchandising display material for the summer months will be distributed directly by NARM, with initial supplies to retailers based on orders received from committee members. Manufacturers will also be urged to order material for their field merchandisers. A survey of freight and import duties to determine whether such material can be produced in Canada for Christmas, Valentines Day and other gift-giving occasions is

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REVIEWS

ALBUMS

OUT OF THE BOX

GOOD TROUBLE — REO Speedwagon — Epic FE 38100 — Producers: Kevin Cronin, Gary Richrath, Kevin Beamish and Alan Gratzer — List: None — Bar Coded

Power Pop and all its shimmering splendor are embodied on this vinyl, the followup to the successful "High Infidelity" LP, probably the biggest album last year. This quintet has become consistent in its level of material, and on this release, use of piercing guitar riffs, woven deftly with high-strung harmonies and warbling keyboards, have become a signature. "Keep The Fire Burnin'," "Girl With the Heart Of Gold" and "The Key" have the potential to keep the hot streak alive.

FEATURE PICKS

POP

STEVE FORBERT — Nemperor ARZ-37434 — Producer: Steve Burgh — List: None — Bar Coded

For those who have a soft spot in their hearts for Bruce Springsteen, Van Morrison, the Byrds or Bob Dylan, Steve Forbert is someone who demands a second look. This fine singer/songwriter has something of the same magic that seems to possess the others. Forbert is one artist who deserves much better than he's gotten so far, and this LP, which is so finely crafted that it's impossible to pick out two or three top cuts because all are so good, could do the trick.

DAYLIGHT AGAIN — Crosby, Stills & Nash — Atlantic SD 19360 — Producers: Various — List: 8.98

The soaring harmonies, and mellow folky sound should be familiar to fans of this seminal West Coast outfit. Some of the folky rhythms have been supplanted by a little more groove, but this is still the Crosby, Stills & Nash that mesmerized '60s children. And as Graham Nash wrote in his song "Wasted On The Way," "I'm older now . . ." and probably a little wiser. Fine music for A/C and Top 40.

PICTURES AT ELEVEN — Robert Plant — Swan Song/Atlantic SS 8512 — Producer: Robert Plant — List: 8.98

The rock here is finely crafted from the sassy, funky mold. Plant largely eschews his banshee vocals of Led Zepplin for a more personal expression, especially on swooning tunes like "Moonlight In Samosa." Robbie Blunt's guitar work appropriately accents Plant's often urgent vocals. While jams like "Slow Dancer" and "Worse Than Detroit" will undoubtedly remind programmers of the Zep, the entire album deserves careful listening.

NIGHT AND DAY — Joe Jackson — A&M SP-4906 — Producers: David Kershenbaum and Joe Jackson — List: 8.98

This LP explores the songwriter contours

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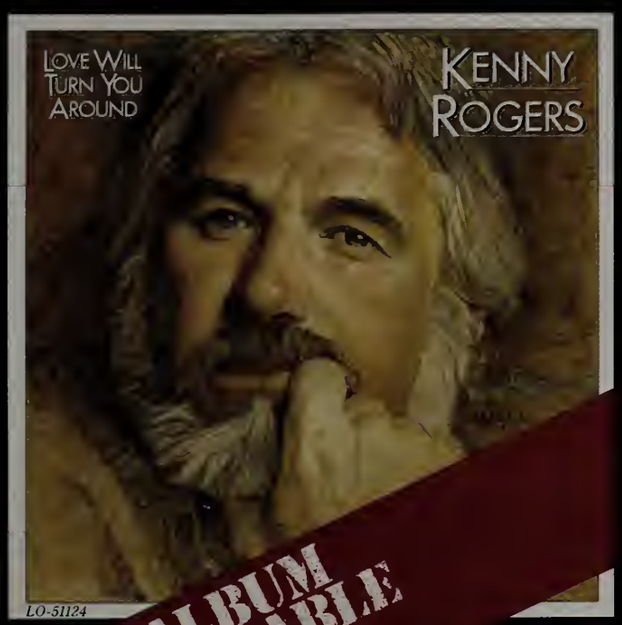
KENNY ROGERS

"Love Will Turn You Around" B-1471



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the new motion picture

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LIBERTY

REVIEWS

(continued from page 8)

of new waver Jackson, who offers up music from a variety of settings. From light bossa, Caribbean-seasoned jazz to mellow, classically influenced pop, the music is varied, but Jackson's iconoclastic personality, is evident in the sometimes piercing lyrics. Most engaging are "Chinatown," "T.V. Age" and "Breaking Us In Two."

***ROCKY III* — Various Artists — Liberty LO-51130 — Producer: Bill Conti — List: 8.98 — Bar Coded**

The soundtrack to the current *Rocky* blockbuster, this package captures all of the excitement and uplifting inspiration of the movie. Featuring the theme song, "Eye Of The Tiger" by Survivor, a number of urban rock/blues numbers by Frank Stallone and some fine instrumentals (including "Gonna Fly Now," of course), this package should be enough to cause flashbacks for those who saw the film. There is also enough music here to appeal to those who didn't.

CHILL OUT — Black Uhuru — Island/Atlantic IL 9752 — Producers: Sly Dunbar and Robbie Shakespeare — List: 8.98

This reggae trio has taken a decidedly more funky, R&B tack to its music, which follows its critically acclaimed LP of last year, "Red." While the reggae rhythm is still evident, the lamenting songs here are treated by the studio genius of producers Sly Dunbar and Robbie Shakespeare, who spread the beat around for a marvelously accessible fusion. The haunting rhythms and melodies stand out on the title cut, "Darkness" and "Monday."

POWER PLAY — April Wine — Capitol ST-12218 — Producers: Miles Goodwyn and Mike Stone — List: 8.98 — Bar Coded

Canadian rockers April Wine come on strong with a heavy metal attack that has earned a big reputation in the homeland. However, far from just presenting a set where volume is the key, the group comes up with a balance that showcases another dimension of understanding. Ranging from such heavier-than-ever numbers like "Enough is Enough" and "Doin' It Right" to numbers like "If You See Kay," this package shows exactly where April Wine is coming from.

COUNTRY

COME BACK TO ME — Marty Robbins — Columbia FC 37995 — Producer: Bob Montgomery — List: none — Bar Coded

Robbins is currently riding atop his first real hit in years, "Some Memories Just Won't Die," and combined with the impetus of his avid core of fans (demonstrated by his winning the *Music City News* male artist of the year award), Mr. El Paso City should find that the fans are more than willing to return. The material is classic Marty Robbins fare, but Montgomery has pieced together a set with more tuneful melodies than the artist has been working with in recent memory.

THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! — David Frizzell — Warner Bros./Viva 23688-1 — Producers: Snuff Garrett, Steve Dorff — List: 8.98 — Bar Coded

Lest ye be disheartened, thou disciples of Frizzell & West, be not discouraged. The elder partner's solo departure is not a signal of the dissolving of the partnership but rather a platform by which Frizzell can gain his own well-deserved spotlight. The bulk of the collection finds his wet, husky vocals set in the same general area as his work in the duet, but he's able to break away from the "I'm-in-Texas-while-you're-on-the-coast" tradition that has perpetuated his singing relationship with West.

DOGS I HAVE KNOWN — Jerry Clower — MCA MCA-5321 — Producer: Snuffy Miller — List: 8.98 — Bar Coded

The country comedian's affinity for the South shows through in not only his well-timed delivery but also in his topics, which range from southern culinary to SEC universities. While Clower centers his attention on the canine family, he still works in the usual Ledbetter tales and can maintain the listeners' attention like no other country humorist.

BLACK CONTEMPORARY

ON THE FLOOR WITH FATBACK — Fatback Band — Spring/PolyGram SP-1-6736 — Producers: Fatback — List: 8.98

Aptly titled "Hot Funk" side one of the Fatback LP serves up heaping portions of the steamier, seamier side of dance music. Can you imagine the heat generated at a house party? The title track and "Burn, Baby, Burn" best illustrate the marathon dance music here. Side two, or "Mellow Madness," sports more mid-tempo stylings.

EVERY WAY BUT LOOSE — Plunky and the Oneness of Juju — Sutra SUS 1013 — Producers: Plunky Nkabinde and Muzi Muzi Nkabinde — List: 7.98

From hard bopping Third World gumbo funk to the finer strains of ballad jazz, this LP has it all. The fusion is most evident on the title track, but jazz is represented ("Always Have To Say Good-bye") as well as reggae ("(Family Tree) Make a Change"). Plunky's Oneness has derived a distinguished style from a wide spectrum of black music.

JAZZ

LOOKING OUT — McCoy Tyner — Columbia FC 38053 — Producer: McCoy Tyner — List: none — Bar Coded

Tyner's long-time followers may be taken

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SINGLES

OUT OF THE BOX

PAUL McCARTNEY (Columbia 18-03018)

Take It Away (3:50) (MPL Communications, Inc. — ASCAP) (P. McCartney) (Producer: G. Martin)

A dense, multi-layered pop confection is McCartney's encore to the smashing duet "Ebony & Ivory." Paulie keeps the listener on his/her toes throughout the song, going from a lazy tropical-type rhythm to a galloping brass section. Steve Gadd and Ringo Starr provide the double-teaming drums, while Linda and Paul are joined by Eric Stewart for the wafting, Wings-like background vocals.

FEATURE PICKS

POP

GO-GO'S (I.R.S. IR-9907)

Vacation (2:59) (Daddy-Oh Music/Punishment Tunes — ASCAP) (C. Caffey, J. Wiedlin, K. Valentine) (Producer: R. Gottehrer)

The girls still have the beat, and it's as bouyant as ever on the title track from the quintet's soon-to-be-released LP. Lyrically, Belinda and the bachelorettes moon over missing boyfriends on this "Vacation," but musically, it's more propulsive power pop. The initial radio reception indicates it could be a summer fave.

DARYL HALL & JOHN OATES (RCA JH-13252)

Your Imagination (3:27) (Hot'Cha Music Co./Six Continents Music Pub. Inc. — BMI) (D. Hall) (Producers: D. Hall, J. Oates)

A heavy bass line rumbles through the fourth single from the "Private Eyes" LP, as simulated jungle rhythms bounce about Daryl Hall's pointed pop vocals. Even this duo's throwaway tracks make it to the charts now.

POINTER SISTERS (Planet/RCA JH-13254)

American Music (3:43) (Ensign Music Corp./Parker McGee Music — BMI) (P. McGee) (Producer: R. Perry)

Saxes and synthesizers squeal politely as the Pointers don't sing so much as lead the cheers for this sentimental ode to the music of the good ole U.S. of A., from doo-wop to the Doobies. Already moving up the charts.

COUNTRY

BELLAMY BROTHERS (Elektra/Curb 7-69999-A)

Get Into Reggae Cowboy (3:11) (Bellamy Bros. Music/Famous Music Corp. — ASCAP) (D. Bellamy) (Producers: D. Bellamy, H. Bellamy, J. Bowen)

"You're My Favorite Star" was the Bellamys first foray into "reggae country" mixing the percussive sounds of the Jamaican islands' rasta persuasion with the traditional refrains of the Nashville crowd. The juxtaposition of steel guitar and farfisa organ is not only innovative, but also extremely catchy, and the resulting three-minute fusion is probably as close as Bob Marley could have gotten to country.

BILLY "CRASH" CRADDOCK (Capitol P-B-5139)

Love Busted (3:03) (Tree Publ. Co., Inc. — BMI) (A. Rhody, R. Lane) (Producer: B. Killen)

In his first work under the guidance of producer Buddy Killen, Craddock falls into a pop/rock vein with this good-timin', summer tune. Craddock avoids any temptation to crowd out the tune with unnecessary glitter and glitz in rendering a straight, hard-driving, toe-tapping thumper. It's been some time since country listeners heard from the Capitol artist, and "Love Busted" should give them a fresh reacquaintance.

GARY MORRIS (Warner Bros. 7-29967)

Dreams Die Hard (3:14) (Jensing Music Inc./Chick Rains Music — BMI) (C. Rains) (Producers: M. Morgan, P. Worley)

Gary Morris' last two singles — "Headin' For A Heartache" and "Don't Look Back" — proved to be welcome additions at the radio level and reached Top 10 status behind an "up" feel, but Morris proves on this platter that he is equally adept at delivering a moving ballad. The harmonies are still there, but the backing instrumental blueprint is developed along a more acoustical texture, and the result is a captivating mesh of sentiment.

JOHN SCOTT SHERRILL (Portrait 24-03014)

Some Fools Never Learn (3:09) (Sweet Baby Music — BMI) (J.S. Sherrill) (Producer: T. Cain)

Is this country's answer to Fleetwood Mac? Sherrill's vocals are as breathy as those of Lindsey Buckingham, and the overall harmonies take on the tightly-woven, male/female ratio of the Mac. Even rhythmically, Sherrill maintains the same pulsating background of lighter-feeling Fleetwood Mac material, but it's still country. Sherrill's mesmerizing, hook-laden work is an instant charmer and should find a home with both country and A/C stations.

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NEW FACES TO WATCH

Bobby McFerrin

"I'm convinced that the vocal instrument is the supreme musical instrument," declares singer Bobby McFerrin. "It's capable of doing things that other instruments can't, and it's certainly, I think, the most intimate."

McFerrin's new self-titled debut album on the Elektra/Musician label strongly supports the singer's contentions. A smorgasbord of vocal stylings, "Bobby McFerrin" filters pop, soul and classical influences through the jazz vocalese style, producing a multi-directed but strongly individual album, personal, yet broadly appealing.

The key is McFerrin's ability to traverse musical boundaries. Though cut from the jazz cloth, the singer's tastes and influences are far-reaching. Born of a musical family, McFerrin's father, Robert, sang with New York's Metropolitan Opera during the mid-'50s, and dubbed the singing parts for Sidney Poitier in the film version of *Porgy And Bess*. His mother, Sara, currently chairs the voice department at Fullerton College in Southern California, and his sister Brenda is a Las Vegas-based pop singer. Despite the familial wealth of vocal talent, it wasn't until 1977 that McFerrin decided to sing himself. Prior to that, he had extensively studied music in numerous formal settings, playing several instruments and gaining a solid background in composition and theory.

While working as a pop keyboardist, McFerrin was seized by a sudden revelation. "I was walking home from a class," he recalls, "and I heard something inside tell me to try singing. So I went home and sat down at the piano and started singing. And when I hit that first note, I knew it was what I should have been doing all along."

Starting with cocktail lounge gigs, McFerrin began honing his style, singing standards and pop tunes. Moving to New Orleans in '78, he threw in with a jazz group called The Astral Project, working as a stand-up vocalist for the first time.

Returning to the West Coast the following year, McFerrin was hitting every jam session he could find, trying to build a name and gain more experience. At just such a session, he was asked to duet with jazz vocalist Jon Hendricks. As a result, McFerrin received a call from Hendricks a few weeks later, asking him to join his vocalese group.

"Just working with him was fantastic," says McFerrin of the association. "I only had a few days to learn the tunes, and that in itself was a challenge. It was also satisfying to find I could hold my own with him on a cappella duets."

Moving out on his own, McFerrin began working jazz festivals around the country, drawing critical acclaim for his vocal talents and ability to establish an instant and spontaneous rapport with audiences of all sizes, inviting them to participate in the program.

"It's just something that happens by itself," reflects McFerrin. "It's so wonderful to hear all these people singing. I remember on one show I played, we had 800 people singing 'Amazing Grace' — just incredible! It was so powerful."

McFerrin's enthusiasm is in abundant evidence on his recorded debut. Mixing a wide range of vehicles, from Van Morrison's "Moondance" to John Hall's "Dance With Me" to Horace Silver's "Peace," the singer embues each with an ebullience rarely heard on disc, turning each track into a celebration.

LAYING NEW TRACKS FOR ROCK AND ROLL TO FOLLOW:

STRAY CATS BUILT FOR SPEED

ON TOUR

7/6	Providence, RI
7/8	Rochester, NY
7/9	Poughkeepsie, NY
7/20	N. Syracuse, NY
7/12	Toronto, CANADA
7/13	Montreal, CANADA
7/15	Lido Beach, NY
7/16	Boston, MA
7/17	Boston, MA
7/19	New York, NY
7/20	New Haven, CT
7/22	Passaic, NY
7/23	Asbury Park, NJ
7/24-25	Philadelphia, PA
7/27	Washington, DC
7/28	Pittsburgh, PA
7/29	Columbus, OH
7/30	Detroit, MI
7/31	Chicago, IL
8/2	Madison, WI
8/3	Minneapolis, MN
8/4	Milwaukee, WI
8/5	St. Louis, MO
8/8	Kansas City, MO
8/12	Portland, OR
8/13	Vancouver, B.C.
8/14	Seattle, WA
8/16-17	San Fran., CA
8/18	Santa Cruz, CA
8/20	Santa Monica, CA
8/21	San Diego, CA
8/30	Phoenix, AZ
9/3	Austin, TX
9/4	Dallas, TX

FEATURES "STRAY CAT STRUT"

Produced by Stray Cats, Hein Hoven & Dave Edmunds.

EMI AMERICA

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REVIEWS

ALBUMS

(continued from page 10)

aback by the boldly commercial tone of this disc. And while many of the rhythmic layers have been stripped away, a more than casual listen will provide rewards. Joined by a unique group including singer Phyllis Hyman, saxophonist Gary Bartz, bassist Stanley Clarke, percussionist Gerry Gonzalez and guitar-flame thrower Carlos Santana, Tyner serves up his first clear crossover attempt. Best tracks are "Love Surrounds Us Everywhere," "I'll Be Around" and "Senor Carlos."

NEW AND DEVELOPING

30 SECONDS OVER OTHO — Hawks — Columbia ARC 38058 — Producers: John Ryan and Hawks — List: None — Bar Coded

A basic rock 'n' roll attack highlights this second album by the Hawks, who combine inventive percussive hooks and high-flyin' harmonies with an energized guitar sound. The songs, primarily written by Dave Hearn and Dave Steen, are mostly about women, love and the joy/pain they bring. "Tonight You Are Mine" and "(If We Just) Stick Together" are the top cuts from this tightly crafted LP.

SINGLES

(continued from page 10)

BLACK CONTEMPORARY

SMOKEY ROBINSON (Tamla/Motown 1630TF)

Yes It's You Lady (3:46) (Bertram Music Co. — ASCAP) (W. Robinson) (Producer: G. Tobin)

The title track from the Smoke's current long-player may be slick as ice, but when he hits those sustained high notes, as he does so well, everything comes together in a warm glow that can't help but bring a smile. It cuts across all musical boundaries, as A/C, B/C and pop should be receptive.

DENIECE WILLIAMS (ARC/Columbia 18-03015)

Waiting By The Hotline (3:39) (Kee-Drick Music/Bellboy Music, Admin. by Mighty Three Music Group — BMI) (D. Williams, T. Bell) (Producers: T. Bell, D. Williams)

Niecy's hit cover of "It's Gonna Take A Miracle" paired her with Thom Bell, but this follow-up is a truly collaborative effort. It's an easy alliance, with Bell's sophisticated Philly production complementing Williams' sleek singing style, as she manages to sound urgent without being overwrought.

NEW AND DEVELOPING

AMUZEMENT PARK (Our Gang/Mirus OG 1008)

Groove Your Blues Away (4:10) (Content Music Inc. — BMI) (P. Richmond, D. Ellis, D. Pearson, Jr.) (Producer: D. Pearson, Jr.)

Eight - strong Amuzement Park has turned out a bright, horn-peppered and sunny dancer here that is so relentlessly upbeat it could well be among the B/C radio and club sleepers of the summer, like Dayton's "Hot Fun In The Summertime." Amuze yourself with this one.

White House Avoids Taking Home Taping Stand

by Earl B. Abrams

WASHINGTON — At the second such hearing on the subject this year, Congressmen hoping to hear how the White House feels about home taping legislation were disappointed when Jonathan C. Rose, assistant attorney general, said that the Justice Department has no position on pending legislation.

Rose testified June 24 before the copyright subcommittee of the House Judiciary Committee, emphasizing that it was not practical for copyright owners to sue individual home tapers. Perhaps, he added, it is possible to have the Copyright Royalty Tribunal (CRT) set the rate and distribute the funds collected but there are difficulties: How, for example, would the CRT determine whether blank tape is purchased for home taping of copyrighted material or for another purpose entirely? In an allusion to audio home recording, Rose commented that information indicates that this practice is having an adverse effect on record sales.

Two other administration witnesses recommended that Congress hold off action on legislation until the U.S. Supreme Court decides in the Universal City Studios/Walt Disney Productions lawsuit against Sony Corp. These were Bernard J. Wunder, Assistant Secretary of Commerce and director of the National Telecommunications and Information Administration (NTIA), and Francis S.M. Hodsoll, chairman of the National Endowment for the Arts (NEA).

Earlier in June, the Supreme Court agreed to review the so-called Betamax case. A federal district court originally ruled that home taping without payment is not a copyright infringement, but this decision was reversed by a federal appeals court in October of 1981. Sony asked the Supreme Court to accept *certiorari*.

The only witness speaking in favor of the imposition of a compulsory license with the CRT setting the rate to be paid by equipment manufacturers was David Ladd, Register of Copyright. Several members of the committee pressed Ladd for alternative methods of collecting and disbursing funds collected under the compulsory license concept, especially Rep. Harold S. Sawyer (R-Mich.). Ladd responded by suggesting that one of the music societies might take up the task. As for fixing the fee, Ladd noted that new techniques of arbitration might be used to force an agreement between copyright owners and equipment manufacturers. He urged Congress to enact some sort of legislation to compensate copyright owners even when their work is recorded solely for personal, home use.

Several members of the committee broached various ideas for handling the home taping situation: Place a royalty tax solely on videocassette recorders that include a fast-forward device that permits the operator to delete commercials (Rep. Bar-

(continued on page 35)

Important Bows In U.S.

NEW YORK — Important Record Distributors, a record importer, has bowed an American distribution arm. The outfit will also offer pressing, distribution and outright licensing deals for new overseas labels. The first such pact is with Y Records U.S.A.

Initial 12" releases include "The Big Bean" b/w "Schounda" by Pigbag, "The Devil Lives In My Husband's Body" b/w "Ungawa, Pt. II" by Pusallama and "Sex-ThinkOne" b/w "Here Comes My Hand" by Shreikback.

Important is headquartered at 149-03 New York Blvd., Jamaica, N.Y. 11434. The telephone number is (212) 885-9200.

EXECUTIVES ON THE MOVE

Cohen *Heyward* *Farris* *Aronin*

Babcock Joins RCA — Bruce G. Babcock has been appointed division vice president, commercial planning, for RCA "SelectaVision" VideoDisc Operations. He joined RCA in 1973 as manager, product and market planning, on the company's corporate staff.

Elnhorn To Vestron Video — Stephen Elnhorn has been named vice president, finance for Vestron Video. Before joining Vestron, he was both director of branch operations and chief financial officer for Carl Fischer Inc.

Senk Promoted — Susan Senk has been promoted to vice president, creative services of Vestron Video. She has been manager, international marketing since joining Vestron in December 1981.

Cohen Named at Warner — Stewart Cohen has been appointed a national promotion director at Warner Bros. Records. He has relocated to the label's Burbank home office from New York where he most recently served as northeast regional album promotion manager.

RCA Promotes Heyward — RCA Records has promoted Sharon Heyward to manager, product management, black music. She joined RCA Records as a black music coordinator in March, 1976. From 1978 to her current promotion, she served as black music field representative for New York, Boston and Connecticut.

CBS Promoted MacDonald — Holland MacDonald has been appointed assistant art director, creative services, CBS Records. He joined CBS Records in 1979 as a designer, and was named senior designer a year later.

Changes At MCA Music — Pat Higdon has been appointed director of creative services in MCA Music's Nashville office. Eugene Epperson, also based in Nashville, has been promoted to recording engineer.

Blackstrap Names Bego — Mark Bego has been appointed vice president of Blackstrap Prods. The company is headed by former Village People member Randy Jones.

Farris Appointed — Chrysalis Records has announced the appointment of Dennis Farris to publicity coordinator. Prior to joining Chrysalis he was with Alive Enterprises and the William Morris Agency.

Sender Named At RCA — Robert S. Sender has been named director of financial planning and analysis for RCA VideoDisc. He was previously manager of financial planning and analysis for RCA VideoDiscs.

Levenstein Promoted — The Creative Music Group has announced the promotion of Erica Howe Levenstein to professional manager. She joined CMG in December, 1981 as a secretary/assistant, and was formerly with Chappell Music.

PolyGram Names De John — Sheila De John has been named national sales coordinator for PolyGram Records, Inc. She was most recently administrative assistant to the director of album sales, PolyGram.

Changes At MCA — David Kragskow has been named regional promotion manager for MCA Records, overseeing both St. Louis and Kansas City. He previously was a regional promotion manager for PolyGram, based in Chicago. Prior to that, he was a local promotion manager for PolyGram in St. Louis. Also announced were the appointments of three new regional promotion managers. Wanda Ramos, former Music Director for WWRL, will not only handle New York city, but also much of the east coast market. Previously, she was music director at both WBLS and WKTU. Pam Jones will oversee black product in Cleveland. Previously she was a regional promotion manager for Progress Distributors. Sharon Sebastian, former assistant music director at WBOK in New Orleans, will now handle that particular market for MCA.

Changes At Columbia — Columbia Pictures Home Entertainment has announced the addition of two new executives to the division. Rebecca A. Dragiff joins the division as manager — planning. She received her M.B.A. from Harvard Business School in May 1982, and is a graduate of Wellesley College. Mitchell P. Wallis joins the division as accounts manager. Before joining Columbia, he was employed as accounts manager at Scott, Marshall, Sands & McGinley, Inc.

Kraus Appointed — The WEA Philadelphia regional branch has announced the appointment of Frank Kraus as video products sales manager for the Philadelphia, Baltimore, Washington D.C. and Virginia markets. He has been with WEA for seven and a half years. He held positions in the warehouse, purchasing, order entry, merchandising, and as a sales representative for records and tapes.

Changes At VCA — The appointment of Richard Aronin as corporate services manager, has been announced by Video Corporation of America. Before joining VCA, he had been vice president of administration at Sotheby-Parke-Bernet, Inc. Also appointed was Wesley Hitner as account manager. He was formerly controller of Robert H. Sittig Associates, Inc., a subsidiary if IPCO Corporation.

Benson Promotes Worley — The Benson Company has announced the promotion of Karla Worley to marketing manager for Benson Music and Impact Books. Prior to being promoted to her present position as marketing manager, she was director of advertising and promotion for Impact Books.

Neidel Promoted — Walter Neidel has been named manager, Satellite Network Operations. Prior to his promotion, he served as operations manager of VCA/Teletronics.

Wallach To Raleigh — Mickey Wallach has joined the Raleigh Group, Ltd. as an account representative. Formerly with ABC Records, he was New York director of operations.

Gerard Named — Gary L. Gerard has been named manager, public relations, ABC Video Enterprises. He joined ABC in February, 1980 as manager, audience information, ABC Public Relations.

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Carrie Lucas is going to create
a lasting impression on you
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It's an affair to remember.
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INSIDE STRONG *— To illustrate the feeling behind their first single, "I'm On The Outside Looking In/It's Going To Take A Miracle," Cathy Cooper and Jimmy Ross stood outside the door of Sweet City Records with a contract waiting to be let in. Pictured are (l-r): Carl Maduri, president, Sweet City; Cooper; Ross; and Chris Maduri, vice president, Sweet City.*

Smart Buying Keeps Rock Specialty Stores' Profits Up

(continued from page 8)

loaded with obscure 45s, rare picture discs, collectors items and new product from all over the world. "They're serving up the same old menu," he added in reference to standard record stores. "While we're always looking for new trends."

Plotnik admitted to being affected by the economy, but he pointed to the oft-stated fact that when times are tough, people find escape through entertainment. "The current craze is new wave dance-oriented music," he stated. "A lot of people have just enough money for a drink or two, so they go out and dance, or else come in and buy a dance record and party at home."

More Dedicated Buyers

At Chicago's Wax Trax, owner Jim Nash also finds what he calls "real" record stores to be more affected by the economy and changing buying habits. "People that come here are more dedicated record buyers, collectors, and music fans who read the music press and are aware of what's out there. If they have 'x' amount of dollars to spend, they'll cut back in other places, since music is extremely important to them."

Nash has noticed some changes in his customers' buying habits, which he attributes to consumer belt-tightening. "Some people would come in and buy a new 7" right off, then come back and buy the 12" extended version when it became available afterwards. Now they're a little more leary and hold off on the 7". Customers are also becoming more aware of whether a record's flip side will be on the LP or not, and many buyers are becoming selective to the point where they want to hear a record in-store rather than buying it outright on the strength of the cover as they used to."

Some customers have cut down on store visits, Nash said, but new customers finding out about the four-year-old establishment for the first time are taking their places.

In Hollywood, Vinyl Fetish has seen business pick up so much over the last few months that owner Henry Peck boasted of "actually having money in my bank account!" and of now being able to afford three employees in his small location instead of only himself and his partner. Ryan Cameron, co-manager of Hot Licks in Minneapolis, reported better business than ever, largely due to a constant flow of new releases.

"Everyone screams about the lack of big releases," said Cameron, "but that doesn't affect us. If we sell 10 copies of an English import, that's great compared to the major chains like Musicland or rack stores where product is slow to change. They're stuck in the cogs of the industry, while we are always getting new things."

Cameron said that he received new import shipments every morning and new indie domestic product three times a week. In New York, Plotnik is steadily being fed by young bands that send or hand-deliver their self-pressed goods. "There is more product available because kids are more affluent now and are putting out their own records," he explained.

European Exploration

Plotnik adds that he travels to Europe five times a year to bring back new sounds that he thinks his customers will like, and includes "Pop Muzik" and "Tainted Love" among the "unknown quantities" he originally brought over from Europe. Ed Bahlman, who co-owns Manhattan's 99 Records with Gina Franklyn but has sole possession of the noteworthy 99 Records label (Bush Tetras, Glann Branca, Liquid Liquid), began his store three years ago by going to England to bring back product that was not being imported at that time. Like all the alternative merchants surveyed, Bahlman is in the business to promote music that is overlooked by the big stores and major labels.

"There's so much good music that gets no exposure," declared Bahlman. "We're committed to get new music in front." He added that there are always people searching for new music. "We aren't Sam Goody — we don't kid ourselves. We stock records according to personal taste and play everything on a two-turntable setup, just like a DJ operation. We don't play anything that's on the radio or even stock it."

Plotnik holds a similar philosophy. "The thing about alternative stores is that we take a chance on everything that comes out. But once a record breaks, I go on to the next thing because I don't want to be stereotyped. Here, groups like The Clash are old hat."

Wax Trax' Nash said his store has a reputation as the one where Human League albums were available five years ago. "We had 'Electricity' by OMD on the small Factory label in England, before they even signed with Virgin. That's the sort of thing about stores like this — you have to foresee what's going to happen."

To keep up, Nash reads both U.K. and U.S. trades and consumer press, particularly those geared to new music aficionados. Much of this demographic is college age, and many alternative stores are found in college areas.

"It takes a strong college crowd for alternative record stores to survive," said Lee Ratzlaff, who owns Paradise Records in Madison, Wisc. At Poo Bah's Record Shop

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COAST TO COAST

EAST COASTINGS — How much longer will Stiff America be an independently distributed label? Not much, say those in the know. Street chatter has the maverick label jawing with two majors for a new P&D deal . . . The strong radio response on the East Coast to **David Johansen**'s "Live It Up" LP is sure to have cheered the troops at Blue Sky Records. Sources familiar with the outfit report that the disc could be make-it-or-break-it time for the label. A video shoot of Johansen's **Animals** medley has been scheduled for L.A.'s Roxy . . . In the wake of a legal tussle that sees **Jim Fouratt** ousted from his co-promotion gig at New York's Danceteria, former partner **Rudolph** has taken on **Ruth Polsky** as the club's new booking agent. A former booker for Hurrah, Polsky also heads her own Blind Date talent agency . . . Showcases at this year's New Music Seminar (Sheraton Center Hotel, New York July 19-20) will feature **Soul Sonic Force, Trouble Funk, Gang of Four, Fashion and Haircut 100** . . . Six-string chameleon **Adrian Belew** has just penned several tunes with **Bette Midler** and **Wendy Waldman** for use on Midler's next LP. Before starting his summer tour with **King Crimson**, Belew will sneak off to Sweden for a couple of days to record with **Joan Armatrading**. With two new records in the bins this week — his own "Lone Rhino" on Island and "Beat" by King Crimson on EG/Warner Bros. — there seems little chance of the guitarist getting to his new home in Champaign, Ill. in the forseeable future . . . **Richard "DNV" Sohl**, formerly of the **Patti Smith Group**, has thrown his lot in with **Nina Hagen** . . . Saxophonist **John Lurie** has reformed **The Lounge Lizards**. Only other original member is brother **Evan Lurie** . . . Cavalcade of Stars Dep't.: **David Bowie, Grace Jones, Susan Sarandon, Dave Davies, John Cale, Robert Fripp** and **Peter Gabriel** all spied at **Marianne Faithfull**'s recent Ritz show . . . Epic's recently signed band, **Vendetta**, celebrated the completion of its debut LP in style: 13 boxes, which looked to contain long-stem roses, appeared at the label's headquarters in New York. But when the recipients opened their "gifts," they were each found to contain a seven-pound fish with a cassette of the group's album in its mouth and a Vendetta pin attached to its gills . . . **Z.Z. Hill** fans should be on the lookout for a collection of previously unreleased sessions on **Matty Katz**'s San Francisco Sound label. The LP features new horn charts by the sessions' original producer, **Swamp Dogg**. Previously limited to releasing discs by Bay Area psychedelic artists, Katz said he just couldn't say no to this one. "I don't know," remarked Katz. "Swamp just showed up at my house in the middle of the night with the tape" . . . Portrait recording group **The Producers** bring rock 'n' roll to the Dominican Republic this week when they appear at Gulf + Western's art colony, Altos de Chavon. The isolated arts community has just bowed a 5,000 seat arena, and although Altos has been presenting concerts for some time, The Producers show marks the first major test of the market for rock .

DREAD INA HO-HO-KUS *— The Ho-Ho-Kus, N.J.-based Shanachie label recently inked Judy Mowatt, former member of Bob Marley's I-Threes, to an exclusive long-term contract. Her label debut, "Only A Woman," will be released next week. Pictured celebrating the signing are (l-r): Mowatt, and Shanachie co-founders Richard Nevins and Dan Collins.*

HOMEBODY — Synthesizer wiz and former **Tangerine Dream** member **Peter Baumann** has been making some noise of late in the dance clubs with his dance hit, "Daytime Logic (Baby Won't You Marry Me)." The track, from Baumann's Portrait release, "Repeat Repeat," has some unique qualities aside from its strong dance pulse, not the least of which is that it's a product of Baumann's home studio, Cronex Media. Although a growing number of artists are finding it advantageous to construct their own recording facilities, Baumann's is a little bit different, since it combines a computer with voice boards with his specially designed control board containing 16 mini-moogs. Baumann's creation is capable of programming any note for any length of time and can hold different sequences for each bar on each of the 16 moogs. The end result is that he can program up to five hours of music. "I call it the most solid member of my group," chuckled Baumann when he showed it to us. "It's always on time, and it's never drunk." Although his board gives him a new level of freedom, the composer was quick to point out that he only uses it for about 40% of the music on "Repeat Repeat." "It's very important to use musicians," he said, "and I also use different keyboards." Although he does use other musicians on his records, Baumann has been able to assemble his recordings at home by employing a portable 24-track recorder that he takes to outside studios . . . Although still identified strongly with his Tangerine Dream days, and the extended electronic compositions that characterized the group, Baumann finds that he is enjoying working with shorter song forms like "Daytime Logic." "The problem is," he reflected, "if you do something for a number of years, it gets uninteresting. After working with synthesizers, I found that just the sound of the snare drum sounded new to me. It's the same with the song form. When you hear something new, you open your ears and hear it differently." Baumann also cited producer **Robert Palmer** and his own move to New York City a few years ago as having profound influence on his present direction. "Working with Robert was just great," he said. "I didn't have any experience with percussion, and he's very knowledgeable in that area. By the same token, I turned him on to some of the possibilities of electronics. All in all, it was very fruitful to work together. As far as New York goes, the songs on this LP are certainly affected by the city. I don't really listen to other music and say, 'Oh, I'd like to do that.' I just hear the things around me. But New York has certainly affected the music. In fact, the very first song I wrote when I moved here was called 'Brain Damage.' "

fred goodman

BROKEN ENGLISH *— Island recording artist Marianne Faithfull recently made a rare New York appearance at The Ritz, performing songs from both her "Broken English" and "Dangerous Acquaintances" albums.*

Cash Box *photo to George Pejoves*

FIRE UP
WITH RCA AND ASSOCIATED LABELS
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20th Century Fox Records
Manufactured and Distributed by RCA Records
THE CHI-LITES
SALSOUL ORCHESTRA
LOOKS SO FINE
instant FUNK
AURRA
Give the gift of music.
RCA Records and Tapes
4-2182 © 1982 RCA Records Printed in U.S.A.

TOP 200 ALBUMS

Rolling Stones Vault Into Top 10 In Second Week Of Release

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is the Rolling Stones, which takes a 30-point leap into the Top 10 at #7 bullet in only its second week. This live album is selling extremely well in every region of the country, especially the West, Midwest and East, with good initial rack sales as well. The Stones' "Going To A Go-Go" single also is doing quite well moving to #30 bullet, up from #43 on the **Cash Box** Top 100 Singles chart.

TOP TEN HIGHLIGHTS — Willie Nelson regains his bullet after stalling at #5 and moves up a notch to #4. Solid retail action in all regions, but the difference this week is that he is a Top 5 rack item across the board from East to West. . .The Human League continues to gain momentum, moving up a point to #5 bullet behind the strength of its #1 single "Don't You Want Me". Good retail led by the Midwest and West; where in the past sales had predominantly been on the East Coast, the success of the single has helped to spread album sales into the other regions. . .Toto moves up a spot to #8 bullet with good retail out of the West, Midwest and South. Rack sales looking in nicely.

TOP 100 HIGHLIGHTS — Rick James, at #11 bullet, up from #12, continues to be a strong retail item in the South, West and Midwest with sales picking up in the East as well. . .John Cougar moves three points to #13 bullet with best retail activity in the Midwest, South and East. Cougar's single "Hurts So Good" is the main impetus here, going to #5 bullet from #8 on the **Cash Box** Top 100 Singles chart. The album has now become a solid rack item as well . . . The Gap Band takes a nine-point jump to #16 bullet. Extremely strong sales out of the Midwest, South and West. The "Early In The Morning" single goes to #1 this week on the Top 100 Black Contomporary Singles chart . . . Kansas takes a nice eight-point jump to #22 bullet with very good retail action in the Midwest, South and West as well as at the rack level. . .The Alan Parsons Project, at #31 bullet, up from #45, is selling especially well in the Midwest and West. . .Air Supply moves 18 points to #36 bullet with good retail everywhere. Top 25 rack sales here as well. . .Another big rack item is Richard Simmons, which with virtually no retail activity, but Top 5 rack reports, moves ten points to #38 bullet. . .Genesis takes one of the biggest jumps of the week moving to #41 bullet from #76 in its second week. Strong retail in the Midwest and on the coasts. . .Frank Zappa leaps into the Top 50 at #49 bullet, up from #61. In addition to the strong retail response he has received on the West Coast up to this point, sales are also exploding in the Midwest and East. . .Larry Elgart's "Hooked On Swing" jumps to #55 bullet from #73 with good retail action in the East and Midwest. The album is also a Top 25 rack item. . .Survivor is one of the hottest groups out right now. Its album takes off this week leaping 32 points to #60 bullet. Fueling the album is the title track single "Eye Of The Tiger," which is also the theme song from the motion picture *Rocky III*. In the last three weeks, the single has gone from #51 to #20 and this week to #10 bullet, clearly the hottest single on the charts. Survivor is selling everywhere led by the Midwest, South and East. . .The Steve Miller Band goes to #66 bullet, up from #88 in its second week with good retail out of the West, Midwest and South. The "Abracadabra" single also did well going to #22 bullet from #30 . . . Jeffrey Osborne has one of the hottest new B/C albums out right now and jumps 20 points to #77 bullet. Very good retail out of the South, East and West. . .Chicago takes a big 25-point leap into the Top 100 at #79 bullet. Strong retail action out of the Midwest and South. The single "Hard To Say I'm Sorry" also takes a good jump moving to #27 bullet from #36. . .Also making a nice leap into the Top 100 is Gary U.S. Bonds, at #90 bullet, up from #111. Good retail out of the East and Midwest.

101 To 200 HIGHLIGHTS — Kim Wilde moves closer to the Top 100, jumping 12 points to #105 bullet. Good retail in the East and West. . .Two of the hotter soundtracks discussed last week had very strong sales this week. *Grease 2* goes to #118 bullet, up from #143, and *E.T.* moves to #129 bullet, up from #148. *Grease 2* is selling well in the Midwest and East with good initial rack action, while *E.T.* is doing quite well in the West and South. . .Two of the hotter country albums just released are by Ronnie Milsap at #121 bullet, up from #151, and Rosanne Cash, at #124 bullet, up from #134. Milsap is breaking out of the South and at the racks and Cash is selling primarily in the South and West.

DEBUTS — The highest debut this week belongs to Pete Townshend at #85 bullet. Good retail initially out of the Midwest, West and East. . .King Crimson debuts this week at #116 with retail action starting in the West and Midwest. . .Adrian Belew, currently with King Crimson, hits the charts with his own album at #139 bullet. Belew is also selling in the West and Midwest. . .Two jazz albums debuting this week are by David Sanborn at #159 bullet and The Crusaders at #167 bullet. Both showing initial sales out of the Midwest and East. . .David Johansen comes in at #173 bullet. Action on this is beginning in the East.

This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

1 GENESIS
2 ALAN PARSONS PROJECT
3 SURVIVOR
4 *DREAMGIRLS*
5 CLASH
6 KANSAS
7 AIR SUPPLY
8 PETE TOWNSHEND
9 HEART
10 ROXY MUSIC
11 FRANK ZAPPA
12 MOTELS
13 HOOKED ON SWING
14 STEVE MILLER BAND
15 CHICAGO

NORTHEAST 1.

1 GENESIS
2 *DREAMGIRLS*
3 SURVIVOR
4 MOTELS
5 SQUEEZE
6 AIR SUPPLY
7 PETE TOWNSHEND
8 ROXY MUSIC
9 *ANNIE*
10 CLASH

SOUTHEAST 2.

1 KANSAS
2 ALAN PARSONS PROJECT
3 ASHFORD & SIMPSON
4 *DREAMGIRLS*
5 SURVIVOR
6 CHICAGO
7 HEART
8 GENESIS
9 *GREASE II*
10 HOOKED ON SWING

BALTIMORE/ WASHINGTON 3.

1 GENESIS
2 *DREAMGIRLS*
3 HOOKED ON SWING
4 ALAN PARSONS PROJECT
5 SURVIVOR
6 GARY U.S. BONDS
7 HEART
8 JEFFREY OSBORNE
9 CLASH
10 STEVE MILLER BAND

WEST 4.

1 ALAN PARSONS PROJECT
2 CLASH
3 FRANK ZAPPA
4 MOTELS
5 GENESIS
6 STEVE MILLER BAND
7 ROXY MUSIC
8 GLENN FREY
9 PETE TOWNSHEND
10 SURVIVOR

MIDWEST 5.

1 GENESIS
2 ALAN PARSONS PROJECT
3 PETE TOWNSHEND
4 FRANK ZAPPA
5 SURVIVOR
6 AIR SUPPLY
7 KANSAS
8 CHICAGO
9 CLASH
10 *DREAMGIRLS*

NORTH CENTRAL 6.

1 RICHARD SIMMONS
2 AIR SUPPLY
3 KANSAS
4 *ANNIE*
5 HOOKED ON SWING
6 NEIL DIAMOND
7 MOTELS
8 JANE FONDA
9 BLONDIE
10 *GREASE 2*

DENVER/PHOENIX 7.

1 ALAN PARSONS PROJECT
2 KANSAS
3 HEART
4 ROXY MUSIC
5 CLASH
6 SOFT CELL
7 PETE TOWNSHEND
8 FRANK ZAPPA
9 SURVIVOR
10 GENESIS

SOUTH CENTRAL 8.

1 STEVE MILLER BAND
2 GENESIS
3 HEART
4 RONNIE MILSAP
5 *DREAMGIRLS*
6 JEFFREY OSBORNE
7 ALAN PARSONS PROJECT
8 AIR SUPPLY
9 CHICAGO
10 ROXY MUSIC

WHAT'S IN-STORE

ROYAL PROMOTIONS — **Robert Schahner**, president of Gemcom, Inc., recently devised a promotion tying-in his British-originated BBC Records and Tapes label with the royal birth last week of a boy to **Prince Charles** and **Diana, Princess of Wales**. A one-week expenses-paid London vacation for two is the prize to be awarded to the dealer whose entry ballot came closest to guessing the correct date, time, weight and sex of the prince's progeny. Each entry ballot was earned by purchasing a quota of BBC product, which varied according to the buyer's "sales volume potential" and was set low to allow multiple entries. Contest results weren't in at presstime, but in the case of a tie, Schachner said he would ask a member of the British Consulate to draw the final winner . . . Austin radio station K98, in conjunction with MCA Records and **Disc**, **Zebra**, and **Hastings** stores, recently held a "Queen for the Day" contest to support a **Joe "King" Carrasco** concert. Finalists strolled down a makeshift Miss America-style ramp onstage during the concert, and the winner received such royal prizes as a year's supply of Imperial margarine, a case of Royal Crown Cola and dinner for two at Jalapeno Charlie's, whose meals are advertised as "fit for a king."

TOWER POWER — **Tower Records** is concluding one major month-long promotion only to start up another. June saw the chain's annual "Summer Sale-thon," this year featuring the entire WEA catalog on sale together with all PolyGram classical titles so as to combine WEA's pop strength with the PolyGram classics and give something on sale for everyone. July is CBS Month at Tower, with its entire catalog on sale tied-in with the giveaway of a Fuji bicycle at each of the 30 outlets in the month-long "Wheeling and Dealing Sale."

WAX FAX — The new **Steve Forbert** album is being used at **Waxie Maxie** to kick off its "New Names" program, by which each of the Washington, D.C. area stores is setting aside a special merchandise area in highlighting new artist product. According to advertising manager **Marcy Penner**, the chain envisions enough worthy new acts to single out one new artist for promotion every week or so. "New artists are the lifeblood of the future of the music business," states Penner, who feels that retailers haven't been on the ball in breaking new artists and that manufacturers haven't known what to do either. Adding to the frustration is the lack of airplay opportunity for new acts, even on the city's two AOR stations. "You get a new album like **Rainbow** that doesn't have **AC/DC** recognition and you have to break your neck getting it heard," she explains. Thus, the "New Names" concept is very exciting for everyone involved. Penner says that featured artist product will usually go for $4.99, though the Forbert album is priced at $3.99. To increase consumer awareness, store clerks will wear pre-printed "convention badge" cards containing the name of the program and specific details — artist, album and sale price — to be filled in the blank spaces. "We're not looking to sell a lot of units of every artist, but there's bound to be the one or two a year that turn into a **Human League** or a **Go-Go's** that makes it worthwhile," said Penner, adding that many of the featured albums will be sold as part of a "buy it, try it" policy whereby disappointed buyers may return the disc to get their cash back "with a smile." Penner also reports that Waxie Maxie will be exploring the use of the computer it has used for the last three months in recording inventory to enable computerized mailings specifically directed at participants in the "Free Records Coupon Book" program. The program hands out a coupon for every purchase of $5 or more; when the coupon book is filled with 25 coupons it is redeemed for a free record of up to $9.00 shelf price, though 15 coupons may be redeemed for one-half shelf price of any record shelf-priced at $5.99 or more. Penner says that when the books are redeemed, the customers' names and tastes are obtained for inclusion in various mailing lists. Coupon book program participants, she adds are "real record buyers, the meat of the market," and points to some jazz buyers who have already redeemed as many as three coupon books since the program's inception last November. To redeem three coupon books means that the customer has spent at least $375, or $125 per book. Penner says that Waxie Maxie can now send out computerized mailings to narrowly targeted groups based on coupon sales or else send out big mailings to whomever fills out counter cards seeking names, addresses, and up to three types of music.

jim bessman

Record Store Design Shifts With Home Entertainment Mix

(continued from page 7)

at the Stark/Camelot chain, said that it was forseeable that the traditional record store design would have to adjust, especially should the computer software and the forthcoming four-inch digital disks take hold. But so far only four of the chain's 130 stores have full-line video departments, and while "options are always open," no definite structural changes were planned at this time. However, the addition of video games chain-wide has resulted in sectioning off and racking the games in the front of the stores, according to Bressi.

John Marmaduke, president of Hastings Books, Records & Video, which has 23 stores in the Southwest, also reported few specific store adjustments, but noted that Hastings has been merchandising books and magazines with records for 10 years and that the addition of home entertainment product would therefore be "a natural extension."

Integrated With Music

Marmaduke added that video would be integrated into the music section of the stores, utilizing special signage and video monitors for in-store game play.

Record Bar's marketing vice president Ralph King mentioned the installation of larger front counters with more wall units to accommodate video games and four-inch audio/video disks, which he hoped would become a dominant configuration. He said a "library" display style would enable the four-inch packages to "face down the wall in a waterfall effect so that many more units could fit than in the standard browser-type fixture of the record business."

At the Lanham, Maryland-based Harmony Hut chain, president Stuart Schwartz is hesitant to commit the company to any permanent store remodeling program. "The home entertainment market as we see it is still experimental," he said. "We don't know what the merchandise mix will be."

Schwartz conceded failure in the chain's attempt to market videocassette movies; they threw in the towel after sales, then rentals showed little promise (see separate story). But a stronger effort in home video games is currently underway. "We remain heavily involved in experimentation with home entertainment lines, but have designed nothing permanent in the way of displaying them since the choice of product is still very fluid. I hate to use the word 'makeshift,' but our displays are made to serve until their success or lack of it has been proven in each of the various facets of home entertainment."

Like the new Music Plus store, however, the Harmony Hut chain does have a new outlet in which it too is experimenting with new ideas in store design. Referred to as the "Tomorrow Store," the outlet opened last year at the Columbia Mall in Columbia, Md.; the second Hut at the Mall. "The whole design concept is totally different at Columbia," explained Schwartz. "Nothing there would relate to the standard Harmony Hut store."

The "Tomorrow Store" differs from the rest of the chain both in product mix and design. Where the standard Harmony Hut offers records and tapes, sheet music, accessories and musical instruments, the "Tomorrow Store" also contains video and computer product. Its design, added Schwartz, "is modern to go along with the product offered," and utilizes different fixtures, walls, lighting and color scheme (black, grey, white chromium) from the traditional Huts.

Few retailers have jumped into new store designing with as much relish as the Licorice Pizza chain. The Los Angeles-based company has embraced home entertainment product to the extent that it recently changed its "Records & Tapes" logo to include "Video."

"As we put in prerecorded video into eight of our 32 stores, we redesigned and remerchandised them with entirely new fixtures and walls," said Lee Cohen, vice president of marketing. "We moved the stores around pretty dramatically depending on the store's size and made them feel like video as well as a record store."

Cohen said that the entire Licorice Pizza chain carries video games, and added that it has just finished a series of store openings and "complete remodels" of 15 older stores, updating the latter to meet the present demands of the former. "We didn't want to display new video product on an old wall," he said.

BREAKOUTS/PLUS PROFIT

TOP SELLING VIDEO GAMES

DEFENDER Atari CX2609
PAC-MAN Atari CX2646
YAR'S REVENGE Atari CX2655
DEAMON ATTACK Imagic 3200
STARMASTER Activision AX016
CHOPPER COMMAND Activision AX015
HAUNTED HOUSE Atari CX2654
SPACE INVADERS Atari CX2632
SUPER BREAKOUT Atari CX2608
KABOOM! Activision AG010
STAR VOYAGER Imagic 3201
BARNSTORMING Activision AX013
STAR STRIKE Intellivision 5161
GRAND PRIX Activision AX014

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York • Sound Video, Unlmtd — Chicago • Musicland — St. Louis • Everybody's — Portland • Licorice Pizza — Los Angeles • New England Home Video — Groton • Movies To Go — St. Louis • Sound Warehouse — San Antonio • Spec's — Miami • American Tape & Video — Atlanta • Nickelodeon — Los Angeles • Show Industries — National • Tower — Sacramento • Radio Doctors — Milwaukee • Crazy Eddie — New York • Video Store — Cincinnati.

TOP SELLING ACCESSORIES *

Allsop Videocassette Head Cleaner (60800)
Audio Technica Sonic Broom (AT 6012)
(S) Discwasher D-4 1¼ oz. Refill Fluid
Discwasher D-4 system Kit
Le-Bo Outer LP Sleeves
Maxell LNC-46
(S) Maxell LNC-90
Maxell UDXL II C-90
(S) Maxell UDXL II C-90 (2/BAG)
Memorex MRX I C-90
Memorex VHS T-120 (videocassette)
Recoton Record Guard Anti-Static LP Inner Sleeves
TDK Cassette Head Cleaner
TDK DC-90
TDK DC-90 (2/BAG)
(S) TDK SAC-90
TDK SAC-90 (2/BAG)
TDK T-120 (videocassette)

COMPILED FROM: Radio Doctors — Milwaukee • Sound Video, Unlmtd. — Chicago • Lieberman — Denver, Kansas City • Gary's — Virginia • Peaches — Cleveland, Columbus • Karma — Indianapolis • Tower Records — Sacramento, Seattle • Cavages — Buffalo • Record Theatre — Cincinnati • Sound Warehouse — San Antonio • Licorice Pizza — Los Angeles.

TOP SELLING MIDLINES

(S) **A Flock of Seagulls** • Jive/Arista VA 66000
AC/DC • Let There Be Rock • Atco SD-3615
Boomtown Rats • Columbia 5C-38097
Bow Wow Wow • Last of the Mohicans • RCA CLP1-1436
The Doors • Elektra EKS 74007
(S) **Haircut 100** • Pelican West • Arista AL 6600
Quincy Jones • The Best • A&M SP-3200
Janis Joplin • Farewell Song • Columbia PC 37569
(S) **Missing Persons** • Capitol DLP-15001
(S) **The Monroes** • Alfa AAE-15015
Ted Nugent • Epic 33692
Leslie Pearl • Words & Music • RCA NFL1-8006
Tom Petty and the Heartbreakers • MCA SR 52006
Romeo Void • Never Say Never • 415 Records/415A-0007
Pete Shelley • Homosapien • Arista AL 6602
Spyro Gyra • Morning Dance • MCA 9004

COMPILED FROM: Alta — Phoenix • Tower — Sacramento, San Diego, Seattle • Record Theatre — Cincinnati • Sound Warehouse — San Antonio • Licorice Pizza — Los Angeles • Radio Doctors — Milwaukee • Lieberman — Denver • Gary's — Virginia • Peaches — Columbus • Karma — Indianapolis.

* Excludes T-Shirts & Paraphernalia (S) Heavy Sales

Wait-And-See Attitude Clouds Fate Of Home Taping Bills In Congress

by Michael Glynn

LOS ANGELES — It's a waiting game now to see if either or both houses of Congress will get to markup on pending legislation that would create an exemption for home audio/video taping, in addition to the more controversial amendments calling for copyright royalties levied on recording hardware and software, before the current session on Washinton's Capitol Hill comes to a close.

The source of much of the uncertainty prevailing today is the recent decision by the Supreme Court to review the so-called "Betamax" case involving copyright questions related to off-air videotaping of television shows and movies (**Cash Box**, June 26). The pending bills in Congress, while delving more deeply into the issue of home duplication of copyrighted material, were initially proposed in the wake of an October 1981 ruling on the Betamax case by a federal appeals court stating that all unauthorized duplication of copyrighted material off the air was a violation of the copyright laws.

Proponents and opponents of such legislation, however, are not standing idly by with their fingers crossed hoping that budgetary concerns won't supercede House action this year or that the Senate Judiciary Committee's movement won't be stymied by a split between supporters of the DeConcini bill and those in favor of the Mathias Amendment. While representatives of the music and movie industries are more confident that legislation will pass before Congress lets out, with amendments intact, spokespersons for the electronics manufacturing community, although more content to let the Supreme Court carry the ball, are continuing to lobby no less strenuously.

Jack Wayman, senior vice president for the Electronics Industries Assn.'s Consumer Electronics Group, said that although he believed "a lame duck Congress won't do anything," the EIA/CEG, together with the Home Recording Rights Coalition, is "moving on audio" nonetheless. As part of this shift in its campaign, the Home Recording Rights Coalition is presently circulating a two-to-three page "white paper" outlining its stance on the Hill. He also said that the group is considering the establishment of a coalition to deal specifically with the audio issue.

No Rest

"It looks doubtful that there will be markup during this session by the Senate Judiciary Committee, but that doesn't mean we're going to take a rest," said Wayman. "We just had an update meeting on video, and although we haven't established an audio coalition, we're not ruling it out at some point."

Wayman said that with Senate Judiciary Committee chairman Strom Thurmond (D-S.C.) indicating his support of the DeConcini Bill without amendment at this point, "we pretty much believe that it will be a clean bill."

While the House Judiciary Subcommittee on Courts, Civil Liberties and the Administration of Justice, chaired by Rep. Robert Kastenmeier (D-Wisc.), continues to hold hearings on home taping in Washington, calling government witnesses to testify June 24 (see separate story), Recording Industry Assn. of America (RIAA) president Stanley Gortikov, speaking for the Coalition To Save America's Music, noted that "at the moment, the focus is on the Senate."

"We hope and expect the Senate Judiciary will markup (home taping legislation) in July," he said. "The House schedule is completely unknown.

"We haven't accepted the notion that Congress won't get around to it this year," Gortikov continued. "We're pushing for completion this year, no question."

In the event that neither the Senate nor the House acts on legislation during this session, however, the RIAA's Gortikov said simply that "the education process would just continue."

VSDA, MPAA Bow Joint Anti-Piracy, Educational Effort

LOS ANGELES — The Video Software Dealers Assn. (VSDA) and the Motion Picture Assn. of America (MPAA) have undertaken a joint effort to deal with illegal duplication and promote consumer education and awareness of such industry-wide problems. The joint effort was initiated June 17 during a summit meeting between VSDA executive vice president Joe Cohen, VSDA executive director Barry Locke and MPAA vice president, secretary and deputy general attorney James Bouras.

Regarding the problem of illegal duplication, it was decided at the meeting that in order to make the most efficient use of the VSDA's toll-free anti-piracy hotline, the MPAA will work directly with VSDA to confirm the validity of reports made via the number, (800) 257-2529. MPAA will follow up on each report, and if the product reported is indeed illegal, MPAA investigators will proceed, in conjunction with federal law enforcement agencies. Reports of convictions will be printed regularly in the VSDA newsletter *VSDA Reports*.

In order to increase consumer awareness of the problem of illegal duplication and make effective use of the hotline number, posters will be made available to VSDA member retailers to place in-store. In addition, the MPAA will be distributing other education materials concerning such matters as the film rating system, as part of the second phase of the VSDA/MPAA cooperative effort.

The MPAA, with legal representation in every state of the country, will also cooperate with video dealers in local and state censorship matters.

VSDA members can receive information about MPAA representation in their area and be placed directly in contact with the film industry organization by getting in touch with the VSDA itself at 1008-F Astoria Blvd., Cherry Hill, N.J. 08034 or by calling (609) 424-7117.

TOP 30 VIDEOCASSETTES

		Weeks On 6/26	Charts
1	**STAR WARS** 20th Century-Fox Home Video 1130	1	4
2	**ON GOLDEN POND** 20th Century-Fox Home Video 9037	2	5
3	**ARTHUR** Warner Home Video 72020	3	9
4	**DRAGONSLAYER** Paramount Home Video 1367	5	4
5	**STRIPES** Columbia Pictures Home Entertainment 10500	4	9
6	**TIME BANDITS** Paramount Home Video 2310	6	8
7	**MODERN PROBLEMS** 20th Century-Fox Video 1129	8	7
8	**GHOST STORY** MCA Distributing Corporation 77006	10	6
9	**NEIGHBORS** Columbia Pictures Home Entertainment VH/BE 10445	14	3
10	**TAPS** 20th Century-Fox Video 1126	11	7
11	**THE FRENCH LIEUTENANT'S WOMAN** 20th Century-Fox Video 4866	7	12
12	**SUPERMAN II** Warner Home Video WB-61120	12	13
13	**BODY HEAT** Warner Home Video LD-70005	9	13
14	**ROCKY II** 20th Century-Fox Home Video 4565	15	4
15	**WHOSE LIFE IS IT ANYWAY?** MGM/UA MVR/MBR 00140	25	2
16	**FOR YOUR EYES ONLY** 20th Century-Fox Home Video 1128	16	14
17	**SO FINE** Warner Home Video 11143	18	6
18	**PRIVATE LESSONS** MCA Distributing Corporation 71008	27	2
19	**ONLY WHEN I LAUGH** Columbia Pictures Home Entertainment 10462	20	14
20	**JANE FONDA'S WORKOUT** KVC/RCA Karl Video Corporation 042	—	1
21	**HALLOWEEN II** MCA Distributing Corporation 77005	22	10
22	**CLASH OF THE TITANS** MGM/UA Home Video 700074	17	14
23	**AN AMERICAN WEREWOLF IN LONDON** Universal City Studios, Inc., MCA Distributing Corporation 77004	13	14
24	**RICHARD PRYOR LIVE IN CONCERT** Vestron VA-4000	21	14
25	**ALL THE MARBLES** MGM/UA Home Video MV/MB 00112	23	7
26	**EXCALIBUR** Warner Home Video OR-72018	19	13
27	**PRINCE OF THE CITY** Warner Home Video OR-72021	24	13
28	**ATLANTIC CITY** Paramount Pictures, Paramount Home Video 1460	29	14
29	**FORT APACHE, THE BRONX** Vestron VA-6000	28	14
30	**RICH AND FAMOUS** MGM/UA Home Video MVR/MBR 00111	26	12

The **Cash Box** Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based primarily on rental activity, as reported by various accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Nickelodeon-Los Angeles; Everybodys'-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Tyson Video-Atlanta; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Boston Video-Boston; Wherehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way, Movies To Go — St. Louis.

NEW VIDEO SOFTWARE RELEASES

This listing of new videocassette and videodisc software releases is designed to keep home video retailers and dealers abreast of the latest product available and can be used as an ordering aid. Product is separated into Cassette and Disc groups, followed by manufacturer, catalog number and price. Some product listed may not have been assigned either a catalog number or price at presstime.

Black Beauty/Courage Of Black Beauty
Cassette — Nostalgia Merchant
3607 ..... $59.95

The Hearse
Cassette — Media Home Entertainment
M181 ..... $54.95

Go For It
Cassette — Media Home Entertainment
M187 ..... $49.95

The Deadly And The Beautiful
Cassette — Media Home Entertainment
M193 ..... $54.95

NAVD Strives To Ease Video Distributors' Problems

by Michael Glynn

LOS ANGELES — Not yet a year old, the National Assn. of Video Distributors (NAVD), like the Video Software Dealers Assn. (VSDA) and the Video Retailers Assn. (VRA), was formed in January at the Winter CES in Las Vegas "simply as a loosely knit group of people sharing common problems and goals in the still new and largely uncharted business of video," according to director Herb Fischer of Southern California's Major Video Concepts.

"The major problems at the time were rental programs and the quota systems some manufacturers had," said NAVD president Larry Beyer of Cleveland's ZBS. "Since that time, we've accomplished quite a bit more."

The furor initially created by the introduction of rental programs has died off to a great extent since that time, and a whole other set of problems now faces the group that bands together virtually all of the country's leading distributors (with the exception of Illinois' Sound/Video Unlimited). The formation of a credit association and a collections system are presently "among the chief goals which the NAVD will be trying to accomplish between now and the Winter CES," stated Beyer.

"We set these goals at the CES in Chicago during our second meeting, which I've been told by some of the manufacturers who attended was one of the smoothest running and most fruitful trade group meetings they'd ever sat in on," said Beyer, who added that much of the credit for the cooperation between studios and distributors now is due to the fact that "tensions have eased quite a bit since we've set up a forum for open communications.

"Right now, 11-12 studios and manufacturers are associate members of the NAVD, with all the majors but MCA having signed up," Beyer pointed out, "and they're actively cooperating with our 23 distributor members to help us achieve our goals. I can only see that input and cooperation growing in the future."

Much of the discussion at the second meeting centered on issues that are also being actively addressed by the retailer/dealer organizations, such as the Mathias Amendment (which the NAVD has not yet taken a formal position on), co-op advertising and point of purchase displays, as well as other areas.

"We asked manufacturers to begin putting markings on the cellophane shrink wrap over the cassettes," Beyer stated, pointing out that such markings would tell the distributor and manufacturer whether a videocassette was opened, used and re-wrapped. "A number of manufacturers said that they would."

Although the NAVD only plans to hold two formal meetings annually at this point, prior to each of the two Consumer Electronics Shows, Beyer added that board of directors meetings will be held intermittently throughout the year.

"We don't want to restrict our activity to just the meetings, however," he stressed. "If a problem comes up that should be addressed quickly, we want to have a situation where our members can take it directly to the manufacturers.

"What we'd really like to see is every member of the association become actively involved in some aspect or issue."

AIRPLAY

STATION TO STATION — On Wednesday, June 23, the 17th annual Dr. Pepper Music Festival, co-sponsored by AOR outlet **WPLJ**/New York, kicked off with a show by Warner Bros. recording artist **Gordon Lightfoot** with Capitol recording artist **Tom Chapin** for openers. To promote the concert series, which was slated to include folk, reggae and electro-pop acts as well as good old-fashioned rock 'n' roll bands, WPLJ was giving away commemorative buttons at each show . . . In Chicago, Top 40-formatted **WLS** recently won two awards at the annual Broadcasters Promotion Assn. (BPA) confab. The first was a gold medallion in the sales promotion/print category for its sales kit, which is comprised of an LP containing a sales rap about WLS, with research, promotion and programming info to boot. The station's second award, earned in the special projects category, was for its recent 8.9 mile charity run, the entry fees from which raised $27,000 for the Windy City's Lincoln Park Zoo . . . When Capitol recording act **Iron Maiden** plays Long Island's Northstage Theater June 30, AOR outlet **WBAB** will be giving away 50 picture discs inscribed with the image of **Eddie**, the monster that serves as the group's mascot. On July 1, **WWWM**/Cleveland, which two weeks ago changed its format from AOR to soft rock, is changing its call letters to **WMJI**. Concurrently, new air talents have joined the station. **Michael McVay**, who comes from **WABB**/Mobile, Ala., is the new PD. In addition, **Mike Ivers** from **WNDE**/Indianapolis will be morning drive jock. The station's format change is rumored to have taken place as powerhouse AOR station **WMMS** has engaged the market-exclusive consulting services of both **Lee Abrams** and **John Sebastian** . . . Back in New York, meanwhile, **Sheila York** has joined country-formatted **WHN** as an air talent. She brings radio experience from **KILT**/Houston and **WHBQ** and **WREC**/Memphis, and theatrical background from regional theater companies . . . Down Dallas way, **Don Thompson** has been named program director at country outlet **KLX**. Thompson returns to the FM station, after a three-year tour as a programming consultant. Before that, he had been in charge of programming and news at **WBAP** . . . **Steve Downes** has joined the airstaff at AOR-formatted **KLOS**/Los Angeles. He will work from 9 p.m. to 1 a.m. weeknights and from 1-5 p.m. Saturdays. Downes' appointment comes on the heels of **B. Mitchell Reed**'s departure from the station as an air talent, a post he held for the past three years. He now plans to pursue a career in radio syndication. A 26-year L.A. radio veteran, Reed had also worked at underground pioneer **KPPC**, AOR station **KMET** and oldies-formatted **KRLA**.

GLOWING IN THE WIND — *At the June 12 Nuclear Disarmament rally in New York City that drew a record 700,000 people to Central Park and netted few arrests, Peter Paul & Mary stopped to chat with Art Athens, news director at news/talk outlet WABC, which was covering the rally live. Pictured are (l-r): Paul Stookey, Peter Yarrow and Mary Travers of the group and Athens.*

NETWORK NEWS — Although ABC Enterprises' Superadio satellite-fed national radio programming and marketing service has been put on the backburner, (**Cash Box**, June 26), its Talkradio net recently bowed with 21 affiliates including such biggies as **KABC**/Los Angeles and **WABC**/New York . . . Another ABC event that is not happening is the FM web's *Star Sessions* music and interview show July 3 that would have spotlighted Atlantic recording artist **Carole King**. The show would have aired over 200 nationwide stations. No explanations for the abrupt cancellation were given . . . On the other hand, the ABC Rock Radio web will feed two-hour concerts to its 300 affiliates beginning in July. The first is by Chrysalis recording act **Jethro Tull** July 3, followed by a double header by Capitol recording artist **Billy Squier** and RCA recording group **Triumph** July 10. Geffen recording artist **Sammy Hagar** is featured July 17, as is Columbia recording group **Loverboy** July 24 and A&M recording group **Supertramp** July 31 . . . **KLFF**/Phoenix has joined the A/C-formated ABC Direction network . . . Arista recording artist **Dionne Warwick** will be profiled on RKO Radioshows' *MusicStar Special* July 5. The bi-weekly show, produced by IS, Inc. of San Francisco, will profile the Grammy award-winning songstress . . . The program and music directors of the CBS Radioradio affiliates have chosen the top songs for its countdown of summer songs on its six-hour *Summer Beach Special*. The #5 most voted song is "Sailing" by Warner Bros. recording artist **Christopher Cross** while "Dreams" by **Fleetwood Mac** was #4. "Light My Fire," the **Doors'** classic, captured the third spot and "Bette Davis Eyes," by EMI America recording artist **Kim Carnes** was #2. "Satisfaction" by the **Rolling Stones** took the #1 spot. The show airs in one-hour segments July 3-5.

SYNDICATION INDICATIONS — Drake-Chenault's *Weekly Music Magazine*, is producing an exlcusive interview with Australian group **Air Supply**, which airs July 10 . . . **Ron Sacks** and **Rudy Maugard** have bowed Medianet, a radio feature and advertising production company. Sacks, a syndication veteran, will take care of sales and distribution while Maugard, who has worked at country-formatted **WHN**/New York and Top 40 outlet **KFI**/Los Angeles, will take care of the creative and production end. Medianet is headquartered at 7022 Sunset Blvd., Suite 309, Hollywood, Calif. 90028. The telephone number is (213) 461-8145 . . . **WABY**/Albany, **KMND**/Midland, Tex., **WREC**/Memphis, Tenn., **WAFX**/Ft. Wayne, Ind., **WBIG**/Greensboro, N.C., **KTXZ**/Austin and **WYLF**/Rochester have adopted **Al Ham's** MOR *Music of Your Life* format . . . And **WBCO**/Bucyrus, Ohio; **WEBO**/Binghamton, N.Y.; **KBLU**/Yuma, Ariz.; **KRUN**/Ballinger, Tex.; and **WHKY**/Hickory, N.C. have adopted the research and programming services of Warren Van Pelt Assoc., a provider of canned A/C, Top 40 and country music to small market stations.

FOR YOUR INFORMATION — Classically-formatted **KFAC**/Los Angeles is running a two-hour documentary celebrating 200 years of U.S.-Dutch Friendship, following the visit of **Queen Beatrix** and **Prince Claus**. Produced by **WFMT**/Chicago, in cooperation with Radio Nederland, the show features early Renaissance music performed by the **Harwood Early Music Ensemble** and modern Dutch music performed by **Harmonia Mundi** . . . **Irwin Sirotta**, former East Coast AOR promotion manager at Capitol Records and music director at AOR outlet **WLIR**/Long Island, has been enlisted by Jem Records to promote the latest batch of PVC and Passport releases that it distributes at AOR stations.

larry riggs

With Federal Cutbacks, NPR Will Raise Funds Thru Profit

by Larry Riggs

NEW YORK — Faced with cutbacks in federal aid to public broadcasting, National Public Radio (NPR) last week concluded its largest joint profit-making venture to raise funds by signing an agreement with National Information Utilities Corp. (NIUC), a computer software company, to feed computerized business information directly to a customer's office via NPR satellite broadcasting facilities.

Under the pact, NPR will uplink electronically encoded NIUC information directly to businesses via its satellite transponders, which will downlink it to NPR affiliates in a customer's city. The FM affiliate will then use its FM sideband to feed the information directly to the customer.

NPR president Frank Mankiewicz stated that he hopes this service will begin operations at the end of this year or the beginning of next, although several impediments must be removed first. "I'd like to see the FCC (Federal Communications Commission) complete the deregulation of the FM subcarrier (sideband)," Mankiewicz told **Cash Box**. "If that happens, I'd like a pilot project set up by the end of this year and be in the major markets by the end of next year." Mankiewicz added that NPR would contract to use sidebands of commercial FM stations for this venture in markets without an NPR outlet.

This venture follows a March 1981 NPR agreement with Western Union, the owner of the satellite, to rent out excess satellite transponder space to commercial customers, allowing NPR to raise additional operating funds. NPR needed this because of federal budget cutbacks in place since last year and because it wants eventually to become financially independent. "We were always thinking of getting free of federal money in 10 or 12 years, but the Reagan proposals have forced us to speed it up," said Mankiewicz. "We are now trying to be independent by 1987."

NPR currently draws two-thirds of its funds from the federal government, with the remainder split between membership dues and corporate and foundation grants. By 1987, NPR hopes to draw half of its funding from corporate and foundation grants and the other half from profit-making activities, according to Tom Warnock, NPR executive vice president. "When Congress was cutting back the funding for public broadcasting, it actually encouraged us to get into profit-making ventures such as this one," added Warnock.

More Time

Congress also passed a law last December broadening the amount of mention public broadcasters can give corporations that underwrite its programming. "Instead of just saying that a show is underwritten by the Ford Motor company, you can say it is underwritten by Ford, maker of cars and trucks," said Mankiewicz. "We can say that a show is underwritten by J&R Music World, which sells both imported and domestic jazz records, but we can't say any more than that and we don't want to," said George Acheves, operations manager at NPR outlet WBGO/Newark, N.J., a 24-hour-a-day jazz station.

Ostensibly to prevent corporate underwriters from influencing NPR or other public broadcasting programming, all underwriting grants are deposited in a general fund so that no particular company sponsors an individual program, according to Acheves. "A corporation is not going to know whether its money is going to fund 'All Things Considered'," said Acheves.

Despite the existence of this law, not every NPR outlet wants to give increased mention to its corporate underwriters. "So far, we've held off from doing that, and we want to continue to hold off because I feel it is one step closer to commercialization," said Jim Nayder, program director at WBEZ/Chicago. "We do give mentions to our underwriters on the air and give them space in our monthly magazine, though."

Although NPR is ambitious to become free of the federal government, the funding cutbacks have created uncertainty and most of the station and network officials surveyed agreed that it is too early to determine the impact of the loss of federal money. "The heavy cutting is coming in this fiscal year, which runs from this July to June 1983," said WBGO's Acheves. "But we won't feel the full impact of the cuts until 1984 or 1985."

"The federal cutbacks ruin our long-range planning," said Al Pryor, program director at WBGO. "It's hard to say whether we're going to lay off staff or cut back on our hours of production, but we might have to cut back the number of live performances on tape we broadcast or we might have to record at seven inches per minute instead of 15 in order to save tape."

"The Public Broadcasting System (PBS) has always been budgeted five years in advance, but with Reaganomics, I see an eventual stoppage," said WBEZ's Nayder. "That system of forward funding has been a protection against Congress reacting against something we broadcast. But the local stations haven't felt its effect yet."

In spite of the funding uncertainty, none of the stations surveyed have yet to cut back any of their programming, and the national network has even added shows. "In October, we're starting an ambitious documentation of jazz called *Taylor-Made Piano*, which will be hosted by Billy Taylor," said Dick Wechsler, NPR publicist. "It's going to be based on his doctoral thesis and will trace jazz from African music to the present and will run for 13 weeks.

"We have also been running a new series this summer called *Black Cats Jump,"* added Wechsler. "It's about black swing bands and covered such artists as Jimmy Lunceford and Chick Webb and spanned the years from 1935-1950, and it ended with a simulation of the battle of the bands that took place in the Manhattan club in 1940."

Future Outlook

Looking to the future, neither the NPR stations nor the network believe that federal funding for public broadcasting will ever again reach pre-Reagan levels. The stations, most of whose listenerships have risen in the past few years, apparently will rely on listener contributions, as well as corporate and foundation grants, to foot their bills.

"I don't think the federal funds will come back, but I do think the local stations will become financially independent," said WBEZ's Nayder. "Our listener contributions have increased substantially, and our private donations have risen from $50,000 four years ago to $200,000 today. But we're in a better situation in the Chicago market than a small station that cannot as easily make up the loss."

WBGO's Pryor, on the other hand, offered a unique solution to NPR's fundraising problems. "The principal source of funding will always be the listeners who now give us 40% of our budget," he said. "But I see some growth in corporate funding, particularly from the entertainment industry."

Continued Pryor: "Record companies are going to have to help us in a tangential way and here's an example: Suppose Wayne Shorter came back to the Newark High School of Arts where he went to school and wanted to perform a concert there. There'd be no way we could broadcast that without help from the label for which he records. So they should help out either by direct support or an underwriting."

CASH BOX ROCK ALBUM RADIO REPORT

— **EDDIE MONEY • NO CONTROL • COLUMBIA**
ADDS: WMMS, WOUR, KLOL, WBLM, KBPI, KMET, WNEW, KROQ, WLIR, WABX, WBAB, WGRQ, KEZY, KNCN, WCCC, KSHE. **HOTS:** None. **MEDIUMS:** KLOL, KROQ, WLIR, WBAB, KEZY, KNCN. **PREFERRED TRACKS:** Shakin', Take, Title.
SALES: *Just shipped.*

60 **SURVIVOR • EYE OF THE TIGER • SCOTTI BROS./CBS**
ADDS: KZAM. **HOTS:** WSHE, KMEL, WMMS, KSHE, WCCC, WYFE, WGRQ, WBAB, WABX, WLIR, KMET, KBPI, WBLM, KLOL, WOUR, WKLS. **MEDIUMS:** KNCN, WROQ, KMGN. **PREFERRED TRACKS:** Title.
SALES: *Good to moderate in all regions.*

1 MOST ADDED

LP Chart Position

100 **A FLOCK OF SEAGULLS • JIVE/ARISTA**
ADDS: WCCC, KSHE. **HOTS:** WLIR, KROQ, KMET, KNAC. **MEDIUMS:** WGRQ, WBAB, WROQ, KBPI, KLOL, WOUR, WMMS, WSHE. **PREFERRED TRACKS:** I Ran, Telecommunications, Space.
SALES: *Moderate to fair in all regions; strongest in West.*

3 MOST ADDED

— **APRIL WINE • POWER PLAY • CAPITOL**
ADDS: WMMS, WKLS, WBLM, KBPI, KMET, WNEW, WROQ, WLIR, WBAB, WGRQ, KEZY, KNCN, WCCC, KSHE. **HOTS:** None. **MEDIUMS:** WROQ, WLIR, WBAB, KEZY, KNCN. **PREFERRED TRACKS:** Enough.
SALES: *Just shipped.*

1 **ASIA • GEFFEN**
ADDS: None. **HOTS:** WSHE, WMMS, WKLS, KSHE, KNCN, KEZY, WYFE, WGRQ, WBAB, WABX, WLIR, KMET, KBPI, KMGN, WBLM, KLOL. **MEDIUMS:** KMEL, WCCC, WROQ, KZAM, WOUR. **PREFERRED TRACKS:** Heat, Sole, Dreams.
SALES: *Good in all regions.*

164 **AXE • OFFERING • ATCO**
ADDS: None. **HOTS:** WLIR. **MEDIUMS:** KNCN, WBAB, WROQ, KBPI, KLOL, WOUR, WKLS, WMMS, WSHE. **PREFERRED TRACKS:** Party, Video.
SALES: *Weak in South; fair in others.*

90 **GARY U.S. BONDS • ON THE LINE • EMI AMERICA**
ADDS: WSHE, KZAM. **HOTS:** WGRQ, WBAB, WMMS. **MEDIUMS:** KNCN, KZEY, WYFE, WABX, WLIR, WROQ, KMET, KBPI, WBLM, WOUR, WKLS. **PREFERRED TRACKS:** Work, Hold, Rendezvous.
SALES: *Moderate to fair in all regions; strongest in West.*

34 **CHEAP TRICK • ONE ON ONE • EPIC**
ADDS: None. **HOTS:** WYFE, WGRQ, KMET, KLOL, WSHE. **MEDIUMS:** KNCN, KROQ, KBPI, WMMS. **PREFERRED TRACKS:** If, Tight, Want.
SALES: *Moderate to fair in all regions; weakest in East.*

13 **JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM**
ADDS: None. **HOTS:** WSHE, WMMS, WKLS, KNCN, KEZY, WGRQ, WBAB, WLIR, KMET, KBPI, KMGN, WBLM, WOUR. **MEDIUMS:** KSHE, WCCC, WROQ, KZAM, KLOL. **PREFERRED TRACKS:** Hurts, Jack.
SALES: *Good in all regions.*

72 **MARSHALL CRENSHAW • WARNER BROS.**
ADDS: WKLS, KOME. **HOTS:** None. **MEDIUMS:** KEZY, WBAB, WABX, WLIR, KBPI, KLOL, KNAC, WOUR, KNX, WMMS. **PREFERRED TRACKS:** Someday, There, Cynical, Dance.
SALES: *Moderate to fair in all regions.*

70 **GLENN FREY • NO FUN ALOUD • ASYLUM**
ADDS: None. **HOTS:** WMMS, KNCN, KEZY, KMET, KBPI, WKLS, KNX. **MEDIUMS:** WSHE, WYFE, WGRQ, WBAB, WABX, WROQ, WBLM, KZAM, KLOL, WOUR. **PREFERRED TRACKS:** Partytown, Found, One.
SALES: *Good to moderate in all regions; strongest in West.*

41 **GENESIS • THREE SIDES LIVE • ATLANTIC**
ADDS: None. **HOTS:** WSHE, WMMS, WKLS, WOUR, KLOL, KSHE, KEZY, WGRQ, WBAB, WLIR, KMET. **MEDIUMS:** KMEL, KZAM, WCCC, KNCN, WYFE, WABX, WROQ, KROQ, KBPI, KMGN, WBLM. **PREFERRED TRACKS:** Paperlate, Misunderstanding, Turn.
SALES: *Good in all regions.*

24 **HEART • PRIVATE AUDITION • EPIC**
ADDS: KZAM, WBLM. **HOTS:** KSHE, KNCN, KEZY, WGRQ, KMET, WMMS, WSHE. **MEDIUMS:** KZAM, WYFE, WBAB, WLIR, WROQ, KBPI, WOUR, WKLS, KNX. **PREFERRED TRACKS:** City's, Man, Perfect.
SALES: *Good to moderate in all regions.*

LP Chart Position

5 **THE HUMAN LEAGUE • DARE • VIRGIN/A&M**
ADDS: None. **HOTS:** KROQ, KMET, KMGN, WBLM, KNAC. **MEDIUMS:** KSHE, KLOL, WOUR, WKLS, KMEL. **PREFERRED TRACKS:** Don't, Seconds.
SALES: *Good in all regions.*

22 **KANSAS • VINYL CONFESSIONS • KIRSHNER/CBS**
ADDS: None. **HOTS:** KSHE, KNCN, WSHE, WMMS, KEZY, WGRQ, WBAB, WABX, WROQ, KMET, KBPI, KMGN, WBLM, KZAM, KLOL, WKLS. **MEDIUMS:** KMEL, KNX, WCCC, WOUR. **PREFERRED TRACKS:** Play, Right, Face.
SALES: *Good in all regions.*

2 **PAUL McCARTNEY • TUG OF WAR • COLUMBIA**
ADDS: None. **HOTS:** KEZY, KBPI, KNX. **MEDIUMS:** KSHE, WBAB, WABX, KROQ, KMGN, WBLM, KZAM, WOUR, WKLS. **PREFERRED TRACKS:** Take, Pound, Ballroom.
SALES: *Good in all regions.*

— **FRANKIE MILLER • STANDING ON THE EDGE • MUSCLE SHOALS/CAPITOL**
ADDS: None. **HOTS:** KLOL. **MEDIUMS:** KEZY, WGRQ, WABX, KMET, KBPI, WBLM, WOUR, WMMS. **PREFERRED TRACKS:** Title, Give, Cool.
SALES: *Fair in East; weak in others.*

66 **THE STEVE MILLER BAND • ABRACADABRA • CAPITOL**
ADDS: None. **HOTS:** WMMS, WYFE, WGRQ, WBAB, WLIR, KBPI, KZAM, KNX. **MEDIUMS:** WSHE, KSHE, KNCN, KEZY, WROQ, KROQ, KMGN, WBLM, WKLS. **PREFERRED TRACKS:** Title, Give, Wonderin'.
SALES: *Good to moderate in all regions.*

25 **THE MOTELS • ALL FOUR ONE • CAPITOL**
ADDS: None. **HOTS:** WSHE, WMMS, WOUR, KEZY, WYFE, WGRQ, WBAB, KMET, KBPI, KZAM, KNAC. **MEDIUMS:** KMEL, WKLS, WCCC, WABX, WLIR, WROQ, KROQ, KMGN, WBLM. **PREFERRED TRACKS:** Lonely, Art, Over.
SALES: *Good to moderate in all regions.*

5 MOST ADDED

— **NAZARETH • 2XS • A&M**
ADDS: WKLS, KLOL, WBLM, KMET, WROQ, WBAB, WYFE, KEZY. **HOTS:** None. **MEDIUMS:** KLOL, WROQ, WYFE, KEZY. **PREFERRED TRACKS:** Open.
SALES: *Just shipped.*

4 MOST ADDED

— **TED NUGENT • NUGENT • ATLANTIC**
ADDS: WSHE, WKLS, KLOL, KMGN, KMET, WNEW, WROQ, WBAB, WGRQ, WCCC, KSHE. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: *Just shipped.*

31 **THE ALAN PARSONS PROJECT • EYE IN THE SKY • ARISTA**
ADDS: KMEL. **HOTS:** WSHE, WOUR, KEZY, WGRQ, KNX. **MEDIUMS:** WMMS, WKLS, KSHE, KNCN, WYFE, WBAB, WABX, WLIR, WROQ, KMET, KBPI, WBLM, KZAM, KLOL. **PREFERRED TRACKS:** Title, Fingers, Psychobabble.
SALES: *Good to moderate in all regions; strongest in West.*

1 MOST ACTIVE

LP Chart Position

15 **QUEEN • HOT SPACE • ELEKTRA**
ADDS: None. **HOTS:** KNCN, KEZY, WLIR, KROQ, KMET, WOUR, WMMS, KMEL, WSHE. **MEDIUMS:** KSHE, WGRQ, WBAB, KBPI, WBLM, KLOL. **PREFERRED TRACKS:** Fire, Calling, Body.
SALES: *Moderate to fair in all regions; weakest in West.*

40 **RAINBOW • STRAIGHT BETWEEN THE EYES • MERCURY/POLYGRAM**
ADDS: WYFE. **HOTS:** WYFE, WGRQ, WLIR, KMET, KLOL, WMMS. **MEDIUMS:** KEZY, WBAB, KMGN, WBLM. **PREFERRED TRACKS:** Stone, Power.
SALES: *Moderate to fair in all regions; weakest in South.*

2 MOST ADDED

— **REO SPEEDWAGON • GOOD TROUBLE • EPIC**
ADDS: WMMS, KSHE, WCCC, KNCN, KEZY, WYFE, WGRQ, WBAB, WROQ, WNEW, KMET, KBPI, KMGN, WBLM, KLOL, WKLS. **HOTS:** WCCC, KNCN, KEZY, WYFE, WBAB, WROQ. **MEDIUMS:** KLOL **PREFERRED TRACKS:** Keep.
SALES: *Just shipped.*

7 **THE ROLLING STONES • STILL LIFE • ROLLING STONES/ATCO**
ADDS: None. **HOTS:** WSHE, KMEL, WMMS, WKLS, KSHE, WCCC, KNCN, KEZY, WGRQ, WLIR, KROQ, KMET, KMGN. **MEDIUMS:** WOUR, KZAM, WBAB, WABX, WROQ, KBPI, WBLM. **PREFERRED TRACKS:** Go-Go, Shattered, Thumb, Start.
SALES: *Good in all regions.*

33 **SCORPIONS • BLACKOUT • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** WGRQ, KMET, KBPI, KMGN, WMMS, WSHE. **MEDIUMS:** KSHE, WLIR, WBLM, KLOL. **PREFERRED TRACKS:** No One, Dynamite, Title.
SALES: *Moderate to fair in all regions; strongest in West.*

12 **.38 SPECIAL • SPECIAL FORCES • A&M**
ADDS: None. **HOTS:** WSHE, KMEL, WMMS, KSHE, WCCC, KNCN, KEZY, WGRQ, WBAB, WROQ, KMET, KBPI, KMGN, WBLM, KLOL, WKLS. **MEDIUMS:** KZAM, WOUR. **PREFERRED TRACKS:** Caught, Chain.
SALES: *Good in all regions.*

8 **TOTO • IV • COLUMBIA**
ADDS: None. **HOTS:** KSHE, KEZY, WBAB, KMET, KMGN, KNX, WMMS, KMEL. **MEDIUMS:** KBPI, WBLM, WKLS. **PREFERRED TRACKS:** Rosanna, A Raid, Africa.
SALES: *Good in all regions.*

85 **PETE TOWNSHEND • ALL THE BEST COWBOYS . . . • ATCO**
ADDS: KNX, KNAC, KMGN. **HOTS:** KSHE, WGRQ, WBAB, WLIR, KMET, WOUR, WKLS. **MEDIUMS:** WSHE, KNCN, KEZY, WYFE, WROQ, KBPI, WBLM, KLOL. **PREFERRED TRACKS:** Face, Uniforms.
SALES: *Major breakouts in all regions.*

6 **VAN HALEN • DIVER DOWN • WARNER BROS.**
ADDS: None. **HOTS:** WSHE, KSHE, KNCN, WYFE, WBAB, WLIR, WROQ, KMET, WBLM, WKLS, WMMS. **MEDIUMS:** WCCC, KBPI, KMGN, KLOL, WOUR. **PREFERRED TRACKS:** Dancine, Where.
SALES: *Good to moderate in all regions.*

— **JOHN WAITE • IGNITION • CHRYSALIS**
ADDS: KMEL, WOUR. **HOTS:** KBPI. **MEDIUMS:** KNCN, KEZY, WBAB, KMET, KLOL, WMMS. **PREFERRED TRACKS:** Change, Temptation, Going.
SALES: *Fair in West; weak in others.*

49 **FRANK ZAPPA • SHIP ARRIVING TOO LATE . . . • BARKING PUMPKIN/CBS**
ADDS: None. **HOTS:** WCCC, WGRQ, KROQ, WMMS, WSHE. **MEDIUMS:** WYFE, WBAB, WLIR, WROQ, KMET, KLOL, WOUR, WKLS, KMEL. **PREFERRED TRACKS:** Valley.
SALES: *Good to moderate in all regions; strongest in West.*

Established Acts Head Third Quarter Album Release Lists

(continued from page 7)

derbirds LP on Chrysalis, possible Linda Ronstadt and Joni Mitchell collections on Elektra/Asylum, a new Sheena Easton outing for EMI and tentative Warner Bros. sets by George Benson and Rod Stewart, the latter a double live LP. A&M albums by Peter Frampton and Supertramp, and albums by Mercury/PolyGram's Rush and De-Lite's Kool & The Gang are among several listed for early fall release with exact month uncertain.

Remaining release schedules that were available at presstime are listed as follows (All of the above and below mentioned releases are tentative and subject to change at any time):

A&M

Due July 13 are Lisa Bade's "Suspicion" and a Willie Phoenix LP. Set for July 27 release are Lords Of The New Church, a new I.R.S. act containing the Dead Boys' Stiv Bators and Brian James of The Damned, and the acclaimed Atlanta band R.E.M., also on I.R.S. Lani Hall's "Albany Park" will be released along with discs by Y&T, Robert Williams, Janet Jackson, and an I.R.S. Magazine compilation entitled "After The Fact." Aug. 24 sees The Brothers Johnson's "Funk It," Wall of Voodoo's "Call Of The West," a new Pablo Cruise and "Best Of" sets by Billy Preston, Chuck Mangione, Peter Allen and Humble Pie. Tentative for Sept. 7 is an English Beat album on I.R.S., while new albums by Rita Coolidge, Chas Jankel, Joan Armatrading, Bryan Adams and Jerry Knight are listed for fall release.

Arista

On July 14 comes Jennifer Warnes' "The Best Of . . . ," Aretha Franklin's Luther Vandross-produced "JumpTo It" and the English rock act Huang Chung's slef-titled LP. Aug. 4 brings Tanya Tucker's "Changes" Arista debut, songwriter Tom Snow's "Straight For The Heart," Gil Scott-Heron's "Moving Target" and Zinc's "Street Level," released on the Jive label. Scheduled for late August-September are Gino Vanelli's "Twisted Heart," Jerry Garcia's "For The Roses," a two-record Outlaws anthology, the Monkees' "More Greatest Hits" and albums by Peter Allen, GQ, Dionne Warwick, Jeff Lorber Fusion's saxophonist Kenny Gorelick, Fashion and The Members.

Atlantic

Albums slated for July release include a solo from Manhattan Transfer's Janis Seigel, Stacy Lattisaw, Tomorrow's Edition, Cheetah, a Vanilla Fudge "Best Of" and a Gwen Guthrie disc put out by Island under its new arrangement with Atlantic. August releases are by Rose Tattoo, Ullanda, T.S. Monk, Diesel, Vandenberg, Genesis' Mike Rutherford, and Sweet Pee Atkinson and Island session player Barry Reynolds, both for Island. Forthcoming in September are Manhattan Transfer, Sissy Spacek, Spinners, McGuffey Lane, Chic, Stevie Woods, Firefall, Gwen McCrea, Amy Kantor and Glen Campbell, whose Atlantic signing is to be announced shortly.

Capitol

July 12 releases include Billy Squire's "Emotions In Motion," America's "View From The Ground," Avalon's "Every Man A King" mini-LP, L.J. Reynolds' "Travelin'," B.B.Q. Band's "All Night Long" and Tyzik's "Radiance." August finds new albums by Red Rider, Sheriff, Sheree Brown, Len Edward Thomas, Chew and a mini-LP by The Space People. Among September releases are albums by Little River Band lead singer Glenn Shorrock, Missing Persons, Metropolis, Donna Washington, Ebonee Webb and Rene & Angela.

Chrysalis

Shanghai is set for July release, followed by the second Ice House album, "Primitive Man," in August. The Michael Schenker Group and Greg Lake join the Fabulous Thunderbirds with albums in September.

Columbia

Other July 1 releases include Jimmy Cliff's "Special," Aretha Franklin's "Sweet Bitter Love" comprised of previously recorded material, Judas Priest's "Screaming For Vengeance" and Lacy J. Dalton's "16th Avenue." On July 15, the Contemporary Master Series of jazz releases brings forth Art Blakey and The Jazz Messengers' "The Original Messenger — A Quarter Century Ago," Thelonius Monk's "Live At The Club It," Duke Ellington's "The Girl's Suite/The Perfume Suite," Ornette Coleman's "Broken Shadows," Roy Eldridge's "The Early Years" and "They All Played Bebop" by various artists. *Saturday Night Live* comic Eddie Murphy will also make his vinyl debut on that date. Scheduled for August are albums by Santana, Frank Marino, Ellison Chase, Atlanta Rhythm Section, Al Kooper, Aerosmith, Arthur Blythe, Paquito D'Rivera, Psychedelic Furs and country sets by Johnny Cash, Larry Gatlin, Janie Fricke and David Alan Coe.

Elektra/Asylum

Josie Cotton's "Convertible Music" should be out in July, as should be Don Henley's solo "I Can't Stand Still," and former Five Satins member Fred Paris & The Satins' self-titled album. In addition, Toronto's "Get It On Credit," Leroy Hutson's "Paradise," Midnight Star's "Victory," The Rockets' "Rocket Roll," Tompall & The Glaser Brothers' "After all These Years"

(continued on page 35)

Criterion Opens In N'Ville

NASHVILLE — Criterion Music Corp., an L.A.-based publishing firm headed by vice president and general manager Bo Goldsen, recently opened offices in Nashville. Ted Barton was named creative director.

Barton spent the last five years as associate director of creative services for MCA Music/Nashville. Criterion's Nashville-based roster includes Rodney Crowell (through Coolwell Music), Hugh Moffatt and Pete Sebert (through Boquillas Canyon Music), John Beland and Gib Guilbeau of the Burrito Brothers (through Atlantic Music Corp.) and Larry Willoughby (co-published through Goldline Music).

WCI Set To Buy UA Music Catalog

NEW YORK — Warner Communications Inc. (WCI) has agreed in principle to purchase United Artists (UA) Music, the music publishing arm of MGM/UA Entertainment Co., for $95 million. The deal was engineered by MGM/UA to help pay off its reported $650.0 million debt. The deal also enables Warner Bros. to regain its pre-1950 film catalog owned by UA since 1958, and further calls for WCI to acquire all outstanding contracts on the pre-1950 film library, a proviso that could increase the sale price to over $100 million.

UA Music owns and controls copyrights for over 50,000 songs and has an extensive pop and film music catalog.

The film library, acquired by UA in 1958, contains over 746 films.

In a corporate statement, Frank Rothman, MGM/UA chairman and chief executive officer, said that "a primary goal of MGM/UA's long range financial strategy is the reduction of debt incurred as a result of our acquisition of United Artists Corp., and the proceeds of this sale of UA Music and the Warner Bros. pre-1950 films will be so applied."

Harold Seider, UA Music president, was unavailable for comment at presstime.

Rainbow

MADISON SQUARE GARDEN, NYC — PolyGram recording group Rainbow made its return to the Big Apple with a raucous, severe show meant only for the strong at heart and was never afraid to augment the effect of its music with violent stage effects. But, to add a dash of style to its particular alloy of heavy metal, the group often took advantage of the classical backgrounds of lead guitarist Ritchie Blackmore and keyboardist David Rosenthal.

Prefacing the show with a prop shaped like blood-shot eyes that beamed directly into the audience, the group led off with the hard-driving "Miss Mistreated," a noisy number that kept the predominantly teenage male crowd sufficiently roused to stay on its feet throughout. Keyboardist David Rosenthal led into the equally rowdy "Surrender" with a serene synthetic 18th-Century harpsichord solo.

He also resorted to the sounds of a church organ to prelude "Stone Cold," which, with the strong vocals of Joe Lynn Turner, brought home the pain of the song's character.

Lead guitarist Blackmore showed his chops on "Tearing Out My Heart" and towards the end of the show, did a long guitar solo taken from his days with Deep Purple. Predictably, he encored with "Smoke On The Water," the latter's 1972 hit, which was accompanied by formula fog effects.

larry riggs

Squeeze

THE PEPPERMINT LOUNGE, N.Y.C. — Squeeze, the English pop band fronted by the prodigious songwriting combo of Glenn Tilbrook and Chris Difford, is too talented to be a mere hype; but two weeks ago in New York, the group's natural process of development just might have been artificially accelerated. After opening for Elvis Costello less than a year ago, the band (with new keyboardist Don Snow replacing last year's Paul Carrack, who replaced Jools Holland) returned to play Madison Square Garden, of all places.

Clever promotion and strong word-of-mouth helped turn the event into what you might call a quasi-sell-out (ads noted that while the show was "sold out," "extra seats" were available due to "technical adjustments"). But this reviewer's feeling is that Squeeze may be hurt more than helped by being thrust into arenas in some markets and that a course from clubs to mid-size halls, the normal path, might be more advisable.

Then again, I may be a bit selfish, for I believe that Squeeze's ultra-melodic and extremely lyrical brand of Britpop should be heard in an environment other than a place with the acoustics of an airplane hangar. Like the Pop, where Squeeze dropped in for an "unannounced" set the day before the Garden gig. Other than the minor discomforts of swelteringly oppressive heat (what happened to the air conditioning?) and constant prodding by security onto the main floor, which was about as roomy during the show as a Fort Worth cattle pen, Squeeze's quick set delivered just about all you might expect from the group — tight instrumentals, sharp vocals (mostly by Tilbrook) and hooks galore.

As one might imagine, the show was heavily weighted towards newer material from the "Sweets From A Stranger" LP, such as the current single "Black Coffee In Bed." This was only a letdown for those who favor the less self-conscious (and decidedly more witty) songs from the previous "Argybargy" or "Cool For Cats" LPs than the "Sweets" tunes that sometimes strain to capture the more R&B-flavored (and, more to the point, commercially accepted) sounds of the hit from "East Side Story," "Tempted." Come on, Glenn, you don't have to take up where Paul Carrack left off to be successful.

michael glynn

Richard & Linda Thompson

THE BOTTOM LINE, NYC — Richard and Linda Thompson brought their British brand of folk/rock stateside, and it can be safely said that they delivered the goods.

Their fans heard an arresting blend of interpretations and self-penned tunes, some, from Richard's Fairport Convention days, others from various solo and collaborative efforts.

However, many of their stronger performances were culled from their new Hannibal release, "Shoot Out the Lights," with the most notable being their opening number, "Backstreet Slide." Other stand-outs in the 17-song set were the rocking "I Wish I Was A Fool For You Again," the acoustic "Pavane," and the title-track, "Shoot Out the Lights."

Adept, tasteful and emotive on guitar throughout, Richard never fell victim to overkill. Whether the style was traditional, rock or rockabilly, his finesse and versatility shone.

Vocally, both used their limited vocal ranges to the fullest. Linda did particular justice to the late Sandy Denny with her rendition of "I'll Keep It With Mine."

Overall, their 90-minute set, including two encores, was intelligent and refreshing, and plaudits should also go to their backing band, especially former Fairport Convention drummer Dave Mattacks.

It was good to see Richard and Linda Thompson play this side of the pond. Hopefully, their music will hit our airwaves as well.

greg allen

Graham Parker

GREEK THEATRE, LOS ANGELES — Without his back-up band The Rumour, rumor had it, Graham Parker's tour of America may not have the bite that previous sojourns had. But as soon as the Parkerilla took the stage at the outdoor Greek Theater in L.A. and began belting out "Discovering Japan" from his critically acclaimed "Squeezing Out Sparks" LP, those in the audience who had apprehensions about the evening found their fears quickly waylaid.

In a tight, finely crafted set that lasted nearly two hours, Parker & Co. let loose a score of tunes from his latest album, "Another Grey Area," as well as songs that covered the course of his career. From his first LP, "Howlin' Wind," he performed the gutsy title track, the philosophical reggae tome "Don't Ask Me Questions" and the R&B, Motownish ditty, "White Honey." He sang only the title cuts from his next two albums, "Heat Treatment" and "Stick to Me." The bulk of material came from his last three long players, with several renditions of ballads and rockers from his oft-overlooked, post-"Sparks" venture, "The Up Escalator."

Although his back-up band did not possess the familial flavor of The Rumour, they could by no means be discounted as a second-rate group of musicians.

Jeffrey ressner

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Success In Jazz: Labels Balance Art, Finances

by Fred Goodman

Somewhere between art and economics, a record company producing jazz artists must make its stand. That jazz can in fact rack up considerable sales has been proven time and again; but that musical brilliance will not necessarily keep a company in business is also accepted as a rule of the game. From the largest branch-distributed company on through to the smallest one-man operation, manufacturers and producers must strike a delicate balance, and few companies operating today can afford an art-for-art's-sake stance. But finding a jazz producer who completely eschews artistic considerations in favor of commercial success is almost impossible. Meshing these oft divergent goals is how a label determines its identity and direction.

Producing consistently strong individual albums and creating a balanced catalog are the two factors most important for success of a jazz label according to executives.

"One of my objectives is to have a real musical balance between the artistic and the progressive," said Dr. George Butler, vice president, jazz and progressive music A&R, Columbia Records. "I do think it's important to have artists doing things that are akin to what's working in the market, but they should also be capable of synthesizing the idiom."

"So much good music is coming our way," said Victor Chirel, A&R representative, Elektra/Musician, a label whose initial releases run the gamut from Charlie Parker to Eric Gale. "We have to be selective, and we do try for diversity. As far as seeking artists and titles with longevity, we of course hope we'll be around forever."

At Island Records, where the company's Antilles label has recently been transformed into a jazz label, Ron Goldstein, president, Island U.S.A. and Canada, characterizes artistic concerns as "a little bit more important than the economic concerns.

"But we don't want to lose money, either," he added.

A balanced catalog can also be of paramount importance to a smaller label. Bob Porter, American consultant for the Danish Storyville label, reports that Storyville will be releasing 40 titles in the United States over the next 12 months. "Basically, we're doing it because the catalog has to be established here," said Porter. "Storyville is one of the few companies releasing traditional jazz and blues on a regular basis, but we want people to realize that we're an ongoing label composed of new material as well. Even though our strength is in the traditional, we'll be covering all the bases. A third of the albums we put out in the next year will be new, and include artists like Charlie Rouse, Teddy Edwards, Howard McGhee and Charles Tyler."

In addition, and despite the fact that jazz itself is a specialized market, the diversity of tastes among jazz fans cannot be ignored. "There's a profligation of taste and values," said Herb Wong, president of the California-based Palo Alto Jazz label. "If we try to make albums that cater to different sectors of the jazz market, it doesn't necessarily mean that Palo Alto will succeed in each sector. But if we don't try, we certainly won't get the business."

Jazz Legend Miles Davis resumed his recording and performing careers in 1981 after a seven-year absence. The result was an unprecedented artistic and commercial triumph.

Wong added that there are additional industry-oriented reasons for catalog diversity. "It's no mystery that wholesalers inquire about the variety of releases, and survival means that you have to spread out. The day of the purist with many narrowly directed releases is over; he just won't be picked up by distributors. It has become a fundamental law that diversity is a strength."

Part and parcel of building a strong catalog is the other objective emphasized by label executives — making consistently strong individual albums.

"Good music is always the key," said Yoshio Inomata, head of Pennsylvania's Omnisound Records. "An album's success isn't determined by one dynamite chorus, but its failure can be secured by the inclusion of *schlock* cuts. We work carefully."

Economic uncertainties also contribute to the need to make unique and outstanding records. "Times have changed dramatically," said Tommy LiPuma, Warner Bros. Records. "Each album has to be able to stand on its own, and for us, that means it has to be able to cross over to black radio. They're the only ones beyond progressive jazz stations that are giving us a shot."

Although Columbia's Butler agreed that creating a unique album is an important factor in sales, he disagreed with LiPuma's emphasis on crossover. "The so-called fusion music has reached an impasse," he said. "What is limiting about fusion is that an artist can't really demonstrate his creative mastery — a mediocre musician is just as adept in this area as an accomplished musician. When DJs hear these records, they know that there are guys in R&B doing it just as well, so why should they play it? And when you consider the cost, it just doesn't make sense."

"I haven't gotten into any fusion music whatsoever," added Island's Goldstein. "But I would imagine anybody who is cannot afford to pay the kind of money they used to, although that holds true with pop artists as well. Everybody's looking at the economics."

Although Goldstein added that cost consideration will probably not mean the end of fusion records, he did predict that there will be changes. "Some of those artists may wind down their contracts and start recording for smaller companies, definitely for less money."

That change is already being seen by some of those smaller companies, many of which welcome it. "I think there are a lot more opportunities for us to make commercially viable records now because of the roster cuts being made by the big guys," said Jack Heyrman, head of Clean Cut Records. But he reiterated the need for carefully selecting projects: "We're trying to keep a certain cohesiveness about all our projects, getting involved with only a few. Things have come back to the old let's-make-this-record-an-event approach. You've got to invent the market."

In the "event" category, the special concept and "summit meeting" albums have traditionally been strong sellers, and virtually every label contacted has something in the works, from Palo Alto's soon-to-be-released Richie Cole/Art Pepper collaboration to Elektra/Musician's live "Young Lions" albums featuring Chico Freeman, Bobby McFerrin, Jay Hoggard, Wynton Marsalis, Abdul Wadud and others. Columbia also reports that its "Fathers And Sons" LP, featuring the Marsalis and Freeman clans, has been a very strong item. The album's continued run on the **Cash Box** Jazz Album Chart — normally dominated by more blatantly commercial fare — adds credence to the label's claim. Musical quality notwithstanding, the success of "Fathers And Sons" most likely owes much to the critical hubub that has surrounded the emergence of young trumpeter Wynton Marsalis. Label executives are quick to point out the value of young talent in spurring sales and influencing a company's direction.

"Signing considerations at Columbia have changed considerably," said Butler, "and Wynton might prove to be a real pivitol factor in that he's done so well for us. As a result, I'm looking to sign several new young musicians that you've never heard of, and the bulk are in the pure jazz bag. I think Wynton has proven for us that there's a genuine marketplace for pure music, with the only prerequisite being that the musician have a complete mastery of his instrument and that he's saying something original."

While establishing a new artist presents a host of problems to a label, Island's Goldstein pointed out that it also has distinctive advantages.

"Sure it's a difficult job," he said. "You put out an artist like Birelli Lagrene and people say, 'Who is this guy?' It's not like releasing an Air album and knowing that the critics know the group and think highly of them. But the great advantage is that the music and artist are fresh. Let's face it, the same jazz players tend to pop up over and over again, even if we are talking about a group of say 500 musicians."

Aside from the commercial value of new artists, there is of course personal satisfaction in "discovering" a new artist. "Whenever I've had the opportunity to present a new player who I feel strongly about, I've tried to do it," said Joe Fields, president of New York-based Muse Records. "When you see the success and acclaim of artists like Ricky Ford and Richie Cole, you realize that these are the fruits of the labor."

But Fields cautions that it is getting increasingly difficult to break new jazz artists. "Even if you have the initial airplay to get a good young player rolling, you don't get the back-up in retail," he said. "The stores are making very limited buys on unknown quantities. It's gotten to the point where the tail is wagging the dog."

Clean Cuts' Heyrman agreed. "It's very discouraging to go into a mall store and realize you've got a greater selection in your collection at home," he said.

Despite the obstacles, jazz producers are optimistic. Huge numbers may be the exception and not the rule, but the market is proving surprisingly resilient. While the industry's total number of releases has continued to decline, there seems to be more jazz albums coming out than ever before. By balancing artistic and commercial considerations, companies are arriving at a happy medium that provides them with both long- and short-term financial rewards, and, at the same time satisfying their need to produce creative music.

"I have to be motivated by the music," said Jean-Pierre Weiller of New York's Europa Records. "If it's going to be a difficult record to sell, but I think the music is important, I'm going to do it. No one in this industry can afford to forget that they need to make money — but if that was all I wanted to do, I'd be in another business."

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Specialized Marketing Mixes New Methods With Tried-And-True

by Fred Goodman

Marketing jazz has always been a tricky proposition. Compounded by the scarcity of suitable radio outlets, the tendency to assume that jazz is a specialized artform appealing to a limited audience is one that marketing and promotion people constantly confront. And, while more commercial jazz frequently side-steps the problem of radio by appealing to black contemporary stations — a still popular marketing method — labels are continually seeking to develop ways of reaching new and established jazz record buyers.

Such traditional marketing and merchandising methods as identifiable packaging, point-of-purchase supports, and concert and festival tie-ins continue to be exploited in the established market. But when it comes to attracting new listeners, labels are experimenting with novel ways of viewing both the marketplace and their product.

One such record company is New York-based Gramavision. Although the label's roster includes Anthony Davis, Jamaaladeen Tacuma, Oliver Lake, Tony Digradi and Paul Winter, label head Jonathan Rose does not see Gramvision as a jazz label per se. Rather, he sees his targeted customer as being interested in jazz as a sub-set of a broader range of music, and selects and markets his records accordingly.

"There is a buyer who is educated, between 20 and 40, who has tastes that are much broader than just any one category," said Rose. "We say that they're interested in jazz, but really, they're interested in a more general type of music that evokes feeling. We've come to feel that they're not a jazz buyer, and we're not a jazz label."

Starting with the assumption that the core audience already familiar with its artist will buy the record if it's good, Gramavision then seeks a second and appropriate music market to direct the artist toward. In the case of Anthony Davis, that means the classical buyer; with Oliver Lake, reggae and funk; with Jamaaladeen Tacuma, dance-oriented rock. According to Rose, the content of the product alone frequently spurs other opportunities in the targeted second market.

"The 'Episteme' album got Anthony Davis a couple of Guggenheim dates, dance scores and things like that," reported Rose. "It really helped reposition him as a classical artist as well as a jazz artist in his performing career." To help support Lake and Tacuma's bids, Gramavision has issued special commercial 12" mixes. But beyond the product itself, Rose works in targeted regions to aid appearances by Gramavision's artists and to cement the label's presence in those areas.

"We recently had an Anthony Davis concert at the Great American Music Hall in San Francisco," said Rose. "We were able to set up interviews on five or six stations, get a lot of print attention, and get in touch with area retailers through direct mailings to every store in the Bay Area. What we got for all that effort — and it meant much more in terms of effort than in terms of money — was increased contact and greater visibility. We built a base in that market for both Anthony and Gramavision."

DR. GEORGE BUTLER, COLUMBIA RECORDS: "I think it's important to have artists doing things that are akin to what's working in the market."

Another new area being investigated seriously is video. While executives are convinced that the new commercial outlets like cable television and home video will eventually prove useful for jazz, they feel the opportunity is not yet there.

"The media using it thinks jazz is not

(continued on page J-8)

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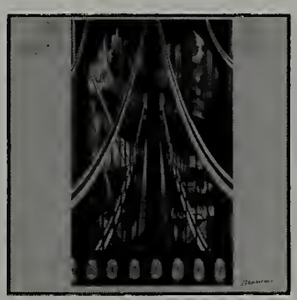

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Labels Test New Marketing Methods With Tried-And-True

(continued from page J-6)

that big," said Eddie Gilreath, executive vice president, marketing, Island. "It's unfortunate, too — look at the wide crowd the Kool concerts draw. You'd think they'd respond to it, but obviously, we'll have to keep working at it and make them aware of who our consumers are."

Gilreath sees the further identification of the jazz consumer as a project of paramount importance for the jazz manufacturers. "There are no real demographics on the jazz buyer that I can find," he said. "At Island, we've been doing demographics on the reggae and black music consumer, and it's time to do it for the jazz buyer as well. We need to transform our profiles into hard facts."

Promotional jazz videos have been used in-house by Island, CBS and Elektra/Musician to spur interest within the industry. "You have to turn on your own people as well as radio and retailers," said Vernon Slaughter, vice president, black music and jazz promotion, Columbia. His company has also dabbled in commercial video, via its "One Night Stand" concert program, and Slaughter is optimistic about jazz's future in the commercial video market. "Jazz always has been and always will be a significant part of the music and entertainment market," he said. "It's as simple as that."

The traditional marketing and merchandising methods continue to prove invaluable to labels. With radio offering limited opportunities, point-of-purchase impressions become even more important, and identifiable packaging can be instrumental in establishing a label with the consumer.

One label scoring excellent marks in this category is CTI. Although the label has been inactive for several years, it recently returned to the bins with new product and received instant response. "We found that our identity was still very strong with the consumer when we re-entered the marketplace last July," said Vic Chirumbolo, vice president, CTI. "It's very important that our packaging be recognizable and that it be attractive. Unless the consumer picks up a record, there's a chance he won't buy it. If he does pick it up, there's a 70% chance of sale."

Similarly, relative newcomer Jazz Man has relied strongly on generic cover art to build its visibility. "I think it's helpful for any label to have easily identifiable packaging," said David Town, vice president, operations and production, First American, Jazz Man's parent company. "There should be some kind of formula."

WITH RADIO OFFERING LIMITED AIRPLAY OPPORTUNITIES, LABELS RELY ON EFFECTIVE PACKAGING AND POINT-OF-PURCHASE DISPLAYS. COMMERCIAL AND PROMOTIONAL VIDEOS ALSO ARE BEING USED TO SPUR INTEREST IN JAZZ.

Displays and in-store play continue to be primary tools, especially with the wide range of jazz albums now available. "The retail space alloted to jazz in 1982 is approximatly 190% more than the amount alloted in the mid-'70s," said CTI's Chirumbolo. "But you still want to be prominently featured." Flats, banners, header cards and the like are the standard merchandising items, but when a new line or label is being introduced, most companies find it advantageous to prepare something special.

"We did a lot of point-of-purchase merchandising at the beginning to establish the line," said Barry Feldman, national promotion director for PolyGram Classics' Verve/Enja/Mercury/EmArcy lines, "and it was quite extravagant. Aside from banners and the like, we used 4x4 acrylic paintings of covers in a couple of key accounts."

That kind of flashy merchandising is the exception and not the rule for jazz. "You don't need the Fourth of July effect for jazz buyers," said Island's Gilreath. "You'll never get the kind of sales on a pure jazz artist that you would on Earth, Wind & Fire, but the buyers are going to be there because the jazz enthusiast wants to have the product in his hands. All the excuses that the industry uses about new home entertainment lines and home taping cutting into their business just don't stand up with jazz. The typical jazz buyer doesn't have a big problem with price, and he continues to come back because he wants to have the album and the information on it."

Stan Marshall, head of the California-based Bainbridge label, agrees. Since Bainbridge deals heavily in reissues, packaging and proper documentation become even more important. "Package design is of critical importance," he said, "and aside from selecting the artist, the most important thing is liner notes. Informative liner notes are absolutely mandatory when you're dealing with historical material."

Additionally, a new artist may present a unique problem for a label, and generate a new marketing approach. When Columbia signed Wynton Marsalis, there were questions as to what to do with a young, unknown artist who played traditional music.

"I think we were able to take advantage of it," said Columbia's Slaughter. "We took the approach that if you can't work the record, work the artist, and then work him the way we'd work an R&B artist. It was basically a very hardcore approach to marketing and one rarely done with a jazz musician." Slaughter adds that the promotion has already paid off in sales of over 50,000 pieces, big numbers indeed for a bebop artist.

VERNON SLAUGHTER, COLUMBIA RECORDS: "Jazz has always been and always will be a significant part of the music and entertainment market."

BARRY FELDMAN, POLYGRAM RECORDS: "We did a lot of point-of-purchase merchandising to establish the line, including acrylic paintings of covers."

EDDIE GILREATH, ISLAND RECORDS: "There are no real demographics on the jazz buyer. We need to transform our profiles into hard facts."

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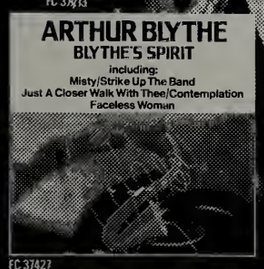

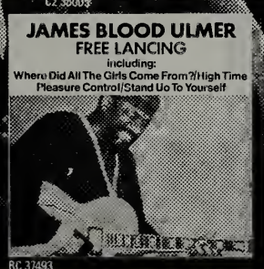

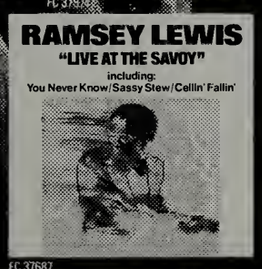

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JAZZ '82

Firms Spread Goodwill Through Funding Jazz

by Fred Goodman

The expansion of the Kool Jazz Festival to 20 cities is without doubt the most significant development in jazz productions for 1982. Modeled after producer George Wein's Kool Jazz Festival in New York, the national program will give artists and entrepreneurs a chance to develop new markets and bring a richer variety of music to listeners in cities where live jazz shows are frequently limited in scope. The broad expansion of the Festival program is due in large measure to the expanded role of Wein's corporate sponsor, The Brown & Williamson Co., manufacturers of Kool cigarettes. "You just can't make it these days without a sponsor," said Wein, "and there's no way we could be attempting this without the cooperation of Kool."

Arts fundings by corporations is nothing new, and jazz has been able to attract a number of impressive companies as patrons. Chief among these have been Dewar's "White Label," R.J. Reynolds, Pabst, Anheiser Busch and Southern Comfort, which underwrite various concerts and educational programs. But the Kool commitment marks the first time that a major corporation has moved from the role of patron to partner, with the manufacturer building the entire advertising for Kool around a jazz theme. All ads feature a distinctly jazz-oriented photograph of a musician, with the logo "There's only one way to play it . . . Kool."

"When we began with George, we were more the benign patron, if you will," said Brad Broecker, manager of marketing publicity for Brown & Williamson. "But as we move along and the program has become so enormous, it's too much for an individual entrepreneur to risk with his own capital."

But Broecker added that while the company has become much more involved with the specific programs, there are certain aspects of the Festival from which it has excluded itself.

"When it comes to the creative end, George has virtually free reign," he said. "We don't go to him and say, 'Gee whiz, we've identified an artist that we want you to use because we think he'll promote our product.' We don't do any of that. He creates the program, and then we sit down and talk about budgets, what kind of response we think we're going to get, all those kinds of things."

While a highly laudible position, Broecker makes it plain that there are some concrete reasons beyond altruism for such a stance. "It's important that the public and the jazz community don't look at us as a great big megalopolis that's trying to manipulate an artform to its own advantage," he said. "Our association with jazz must be perceived in a positive sense; that we are simply making an opportunity for the music to be seen more often."

In that respect, the partnership is most certainly a success. Cities like Seattle, Pittsburgh, Orlando and Milwaukee, never considered hot spots for jazz, will get a closer second look this summer when they play host to extensive Festival programs. Artist line-ups vary from city-to-city, but always include a broad spectrum from Spyro Gyra to Ella Fitzgerald to Sun Ra.

"We felt we would like to become a participant in an artform that is uniquely American, but one that has as broad an appeal as possible," said Broecker. "While we want to stick to pure jazz, we've broadened it by trying to cover all forms. Part of that desire comes from working with George last year here in New York and seeing what kind of a broad audience it draws. We felt if we had the opportunity to take that kind of enthusiasm across the country, we would have ourselves a national promotion that would be enormously attractive. And it would certainly be helpful to the artform through the elevated awareness in the various markets."

Promoter Wein agrees. "I think you're going to see a real development in the markets because of the Festivals," he said. "It happens wherever we go. There was really very little happening in Boston before we started the *Boston Globe* Festival, but now it's become quite an active jazz town all year round."

Broecker assessed Brown & Williamson's decision to carry its tie with jazz into its advertising campaign as an outgrowth of the New York Festival's success. "I'd be kidding you if I said our success with the program didn't at least put that concept onto the table," he said. "When the present ad campaign was designed, quite a number of things were looked at, and this one evidently kept coming to the surface as terribly relevant on its own. But the fact that we have a successful music program made everything work very nicely."

Although the Kool commitment and campaign is broader than any other, several other companies have found jazz sponsorship to be suited to their needs. Dewar's "White Label" scotch has frequently directed its print ads towards jazz publications, and for the last two years has sponsored *New York Jazz Magazine's* Apple Jazz Awards. Later this summer, it will sponsor the week-long Greenwich Village Jazz Festival, organized by James Browne and Bob Frenay. Graham Walsh, director of product management for Dewar's, allows that jazz sponsorship enables the company to "give something back to people," while helping the manufacturer penetrate a market.

"New York is a particularly important market to us," said Walsh, "and we feel that jazz is one of its cultural landmarks. It's not a fad — it's a tradition with history, authenticity and quality. And

(continued on page J-12)

Labels Split On Value Of Catalog Vs. Midlines

by Bob Porter

Catalog has meant a good deal to anyone who has ever invested in jazz recording, since it's rare for a jazz album to reach its entire potential audience in the six-to-nine months following release. By maintaining a deep jazz catalog, a record company has a chance to sell classic recordings of great jazz musicians to each new generation. That is the theory; the practice of marketing jazz catalog is a bit more difficult to pin down.

Essentially, what is available is almost as diverse as the music itself, and the method of pricing and packaging reissues is equally varied. Despite the fact that jazz reissues were among the very first midlines, label executives are divided in their assessment of the configuration's value for jazz.

"It really depends on what you're doing," said Jack Marr, manager, product management, RCA Records. "We have our $5.98 Pure Gold Series, which includes albums by Sonny Rollins, Gary Burton, Paul Desmond and Duke Ellington, and I think it's an excellent vehicle for some kinds of packages. In particular, I think a younger audience would be prone to pick up that catalog, and in the case of someone like Rollins, it's a definite plus. The Bluebird Series, on the other hand, is composed solely of double-record sets and is priced higher, and it is the proper vehicle for issuing complete lines."

Marr added that while specific plans for Bluebird are still being discussed, future releases will probably include titles by Coleman Hawkins and Duke Ellington, and perhaps a few more modern artists. "We really have to decide if Bluebird is the proper vehicle for the more modern stuff," he said.

Ralph Kaffel, president of Fantasy/Prestige/Milestone/Galaxy, holds similar views on catalog and midlines. "We've been probing in our approach to midlines much as we did when we started the two-fer series 10 years ago," he said. "We are trying a little bit of everything to see what works. Thus far, I'd say the results are inconclusive." Like Marr, Kaffel feels the double albums cater more to historically valid material and allows for better packaging and more copious liner notes. He adds that dropping down to a one- or two-color jacket for a midline hurts sales, although the exception can be the utilization of original cover art.

"That is something that appeals to collectors," he said, "and we believe that the major market for midline product will be to people who missed the album the first time around. Ultimately, I see the price on midline product going to $6.98, but it will be more attractive looking product." However, he feels that keeping albums out in stores and building distributors' confidence in a catalog are more important than price.

Stan Marshall, head of California's Bainbridge Records, has found midlines inappropriate for his label, which includes the long out-of-print Time Records Catalog. "I don't think somebody looking for a Booker Little album that's been out of print for 14 years is looking at the price," he said. "I doubt he would even bother to look in the bargain bin. I just don't think midlines are appropriate for special things."

At EMI America, Joe Petrone, vice president, marketing, is in no hurry to make catalog available at midline prices. At this point, there are about 15 titles on Pacific Jazz at midline price, with no plans to add to it. The Blue Note Classics series of previously unissued masters that went out at $8.98 is now dormant.

One Blue Note staple through the years was Lee Morgan's "The Sidewinder." Released as an early midline, Petrone reported that the reissue sold 6-7,000 pieces.

"Compare that with Don McLean," he said. "He had a couple of hit singles when we had the 'American Pie' album in the midline series, and it really took off. But I think if the album had been around in that quantity at full price it would have done just as well. I firmly believe that when Ronnie Laws, Earl Klugh or Noel Pointer comes up with a smash album, their catalog will pick up regardless of price."

Barry Feldman, national promotion manager, PolyGram Classics, which imports foreign pressings of the Verve, Enja, EmArcy and Mercury catalogs, is working in a different direction. Feldman reported strong response for the $9.98 reissue series.

"The basic premise of our imported catalog series is 'let's make the best album possible,' " said Feldman. "We're charging $9.98 for Japanese pressings with original cover art. For what it is, the price is comparatively low."

Feldman adds that PolyGram will soon reactivate its domestic Verve two-fer series, hopefully by September. Expected to list for $9.98, the two-fers will include recordings by Illinois Jacquet, Lionel Hampton, Bill Evans, Count Basie and Ella Fitzgerald. The new two-fer series will also utilize previously unissued material as much as possible.

At presstime, the latest midline entry has yet to hit the street, but shortly, the revived Chess label will appear. Marshall Chess, son of label founder Leonard Chess, is in charge of preparing the material for the All Platinum-operated entity. The first release will contain single LPs at $5.98 and doubles at $8.98, drawing on a mix of material including jazz, R&B, gospel and rock 'n' roll. The first release calls for seven pieces, with another six to follow within three months.

"We'll go with 25 or 30 LPs the first year and probably as many the second," said Chess. "Then we'll pause to see what everyone thinks. I'm intending to cream

(continued on page J-12)

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Firms Spread Goodwill By Funding Jazz

(continued from page J-10)

obviously, part of what we're trying to do is talk to its audience in New York City. I don't know what you think of when you think of Dewar's, but I would guess that the image that comes to mind is the lawyer on the train to Larchmont. Jazz cuts across a lot of attitudinal groups and talks to a quality of life and relaxation — it's not formalized and stuffy."

Aside from the immediate and long-term benefits to companies, artists and promoters, there is of course the hope that outside financing and the use of jazz in mass-market advertising will bring an increased awareness of the music at street level.

"It's going to be fascinating to see the way the country responds to these festivals," said Broecker. "We have some that might be viewed as far too large for the potential audience in that city, but we've already been pleasantly surprised in a couple of places. For instance, Pittsburgh has responded beautifully as far as ticket sales are concerned. It's too early to know about some of the others, but I'm hoping that maybe it won't be just the East and West Coasts that react, but all these Festivals in the middle part of the country as well."

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Labels Split On Value Of Jazz Midlines

(continued from page J-11)

this catalog for the very best material in it, and I'm not planning to favor R&B over jazz or blues over gospel. I want to know what the people want, and that's what we'll go with."

Among the items that Chess will issue are an Aretha Franklin gospel album, a John Klemmer jazz collection and a definitive 28-title sampling of Chuck Berry. There will also be an album by Muddy Waters, including five tracks not issued previously in any form.

It is easy to see that there are many diverse opinions on the subject of jazz catalog. What CBS thinks becomes an opinion of more than passing interest because CBS was one of the first to go to the midline concept with its "Nice Price" campaign of 1980.

According to Bob Stamford, director of national sales/special projects, the Columbia Jazz Oddysey midline series

THERE IS LITTLE CONSENSUS ON THE SUBJECT OF MIDLINES, EXCEPT THAT JAZZ CATALOG AT ANY PRICE IS A STEADY, CONSISTENT SELLER.

was the exception rather than the rule in that the vast majority of CBS product is issued at full price and then merely continued at midline via price reduction. There is no set formula for evaluating an LPs status prior to determining a price reduction. Stamford also mentions that even artists who were very skeptical about midlines have come around and that there are very few CBS artists without current midlines. The artists especially like the fact that the midlines are a "consumer value."

Columbia's Dr. George Butler, vice president, jazz A&R, reports that the Jazz Oddysey series is currently on hold, while emphasis shifts to the full price Contemporary Masters Series. The series will encompass single and double albums with three multi-LP releases scheduled before the end of 1982. The series will have previously unissued material, including an album by Thelonious Monk, as well as some repackaged titles.

Clearly, there is little consensus here, although most label executives agree with the assessment of Fantasy's Kaffel that $6.98 appears to be on the horizon, and that jazz catalog at any price is a steady, consistent seller.

The ultimate success or failure of new catalog ventures seems to have as much to do with realistic expectations as it does with actual results. And whether the product is midline or full priced, the old dictum about each new generation seeking out the classic performances still rings true. Jazz catalog, it seems, will put nobody in a new Cadillac. But it will pay an awful lot of gas and electric bills.

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TOP 40 JAZZ ALBUMS

1. **BREAKIN' AWAY - Al Jarreau** (Warner Bros.)
2. **THE DUDE - Quincy Jones** (A&M)
3. **THE GEORGE BENSON COLLECTION - George Benson** (Warner Bros.)
4. **COME MORNING - Grover Washington, Jr.** (Elektra)
5. **THE MAN WITH THE HORN - Miles Davis** (Columbia)
6. **CRAZY FOR YOU - Earl Klugh** (Liberty)
7. **FREETIME - Spyro Gyra** (MCA)
8. **SOLID GROUND - Ronnie Laws** (Liberty)
9. **SIGN OF THE TIMES - Bob James** (Tappan Zee/CBS)
10. **RIT - Lee Ritenour** (Elektra)
11. **AS FALLS WICHITA, SO FALLS WICHITA FALLS - Pat Metheny/Lyle Mays** (ECM)
12. **WINELIGHT - Grover Washington, Jr.** (Elektra)
13. **MYSTICAL ADVENTURES - Jean-Luc Ponty** (Atlantic)
14. **STANDING TALL - The Crusaders** (MCA)
15. **OBJECTS OF DESIRE - Michael Franks** (Warner Bros.)
16. **VOYEUR - David Sanborn** (Warner Bros.)
17. **REFLECTIONS - Gil Scott-Heron** (Arista)
18. **SOMETHING ABOUT YOU - Angela Bofill** (Arista)
19. **LOVE BYRD - Donald Byrd & 125 St.** (Elektra)
20. **WYNTON MARSALIS - Wynton Marsalis** (Columbia)
21. **HUSH - John Klemmer** (Elektra)
22. **APPLE JUICE - Tom Scott** (Columbia)
23. **DREAM ON - George Duke** (Epic)
24. **ITS A FACT - Jeff Lorber** (Arista)
25. **ELECTRIC RENDEZVOUS - Al Dimeola** (Columbia)
26. **LIVE AT THE SAVOY - Ramsey Lewis** (Columbia)
27. **FRIDAY NIGHT IN SAN FRANCISCO - John McLaughlin/Al Dimeola/Paco DeLucia** (Columbia)
28. **WE WANT MILES - Miles Davis** (Columbia)
29. **MAGIC WINDOWS - Herbie Hancock** (Columbia)
30. **TELECOMMUNICATION - Azymuth** (Milestone)
31. **RIO - Lee Ritenour** (Elektra Musician)
32. **OFFRAMP - Pat Metheny** (ECM)
33. **YOURS TRULY - Tom Browne** (GRP/Arista)
34. **LIVE IN JAPAN - Dave Grusin & The GRP Allstars** (GRP/Arista)
35. **WEATHER REPORT - Weather Report** (ARC/Columbia)
36. **ENDLESS FLIGHT - Rodney Franklin** (Columbia)
37. **HOLLYWOOD - Maynard Ferguson** (Columbia)
38. **EVERY HOME SHOULD HAVE ONE - Patti Austin** (Qwest/Warner Bros.)
39. **SLEEPWALK - Larry Carlton** (Warner Bros.)
40. **ECHOES OF AN ERA - Various Artists** (Elektra)

Based on the **Cash Box** Jazz Albums Chart, June 1981 - June 1982

"I thank ASCAP for its efforts to get the American music we call jazz more exposure and understanding."
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American Society of Composers, Authors & Publishers
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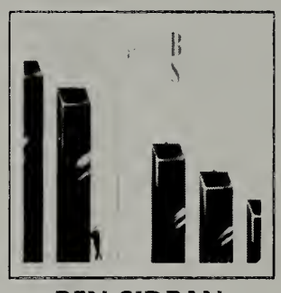
Of Human Feelings
New excursions with the founder of "harmolodic funk". Ornette's first digital recording features his current touring band Prime Time.

JOANNE BRACKEEN
Special Identity
A brilliant trio recording from the highly acclaimed talent critics have compared to Keith Jarrett and Chick Corea. Features Jack DeJohnette and Eddie Gomez.



BEN SIDRAN
Old Songs For the New Depression
Ben's own story of the piano greats titled "Piano Players" highlights this pure quartet lesson of less being more featuring Marcus Miller, Buddy Williams, and Richie Cole.

THE HEATH BROTHERS
Brotherly Love
An infectious and straight ahead set from the first family of jazz. Percy and Jimmy lead a spirited quintet featuring Stanley Cowell, Tony Purrone and Akira Tana.

ANTHONY BRAXTON
Six Compositions Quartet
A beautiful exploration by one of contemporary music's most far-reaching improvisors with help from Ed Blackwell, Mark Helias and Anthony Davis.

THE PHIL WOODS QUARTET
Birds of a Feather
Perennial poll winner Woods, fans the flames of bebop with his quartet featuring Hal Galper, Steve Gilmore and Bill Goodwin.

BIRELI LAGRENE ENSEMBLE
Routes to Django
This marks the recording debut of the 15 year-old European Gypsy guitar sensation who many are comparing to the late Django Reinhardt.

AIR
80° Below '82
An innovative version of Jelly Roll Morton's Chicago Breakdown shows why this group won the Record of the Year Downbeat Critics Poll 1980. AIR is Henry Threadgill, Fred Hopkins and Steve McCall.

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MANHATTAN ANGST — *To support its recent LP, "Angst in My Pants," Atlantic recording group Sparks appeared at New York's Ritz. Pictured backstage at the Ritz are (l-r): Ron and Russel Mael of the group; Donna Kreiss, artist relations coordinator, Atlantic; Linda Fischler, sales assistant, WEA; and Alan Wolmark, associate director, national album promotion, Atlantic.*

NARM Committees Urge Grassroots Support For Mathias Amendment

(continued from page 7)

short playlists and formats that do not identify product as detrimental to record sales.

Development of an extensive in-store merchandising and promotion program centered on the Grammy Awards will also be a key topic at the Scottsdale Conference. The program, which will be developed in cooperation with the National Assn. of Recording Arts and Sciences (NARAS) and CBS Television, will most likely include a consumer balloting promotion, in which retail customers will be asked to guess who will be awarded Grammys. Additionally, a "Give A Grammy Nominee For Valentine's Day" promotion is being considered.

Finally, the Conference agenda will include a presentation by a representative of Humphrey, Browning and McDougal, the advertising firm hired to develop the "Give The Gift of Music" campaign. Their progress report will focus on implementation of the fall campaign. "The timing of the conference works out well for this," remarked Granberg. "The Christmas season is so important to us, and we can really get started with the meeting."

The Rack Jobbers Advisory Committee is chaired by Eric Paulson, Pickwick Rack Services Division. Also attending were committee members Larry Goldberg, Largo Music Corp.; Richard Greenwald, Interstate Record Dist.; Sylvan Gross, Serv-Rite Record & Tape Co.; John Kaplan, Handleman Company; Harold Okinow, Lieberman Enterprises; Sydney Silverman, United Record & Tape Industries; Lee Weimar, Alta Distributing Corp.; and Don Weiss, Arrow Distributors.

One Stop Outlook

The newly formed One Stop Committee devoted most of its meetings to getting an overview of what the present national picture is for one stopping. As a new committee, the group also sought to structure itself within the broader framework of NARM. "They're getting to know what our capabilities are for helping them," said Granberg.

The One Stop Advisory Committee is chaired by Michael Spector of MJS Entertainment. Its members are Randall Davidson, Central South Music Sales; Lou Fogelman, City One Stop; Stan Meyers, Sound/Video Unlimited; Gerald L. Morris, Prime Wholesale Ltd.; Leonard Silver, Transcontinental Record Sales; and Sam Weiss, Win Records.

The Independent Distributors Advisory Committee, which has not completed its meeting at presstime, was expected to approve a specific date and location for its November Independent Distributors Conference. Other topics scheduled for discussion included the results of the Independent Distribution Survey, the group's continuing public relations campaign and increased communication between independent distributors and independent manufacturers.

The Independent Distributors Advisory Committee is chaired by James Schwartz of Schwartz Bros. Also in attendance were committee members Jack Bernstein, Pickwick International; John Cassetta, Alpha Distributing Corp.; Bud Daily, Big State Distributing Corp.; Tony Dalesandro, M.S. Distributing Co.; Warren Hildebrand, All South Dist. Corp.; Steve Marmaduke, Western Merchandisers; Ronald Schafer, Piks Corp.; Joe Simone, Progress Record Distributors; and Jerry Winston, Malverne Distributing.

A NARM Retailers Advisory Committee meeting is scheduled for July 7-8 at the same Chicago site.

NARM Plans To Open Canada Office

(continued from page 8)

being conducted.

Negotiations relative to a Bankcard program are currently proceeding with a number of Canadian banks to find the most advantageous situation for Canadian retailers. To provide reliable data to the banks on the scope of credit card business in Canada, a survey will also be conducted among committee members to determine the percentage of their credit card business in Visa and Mastercard, the average credit card ticket price, processing discount rate and monthly credit card volume in dollars and in percentage of total business.

In addition, the NARM store bag program will be initiated in Canada, following completion of negotiations with a number of suppliers of plastic and paper bags for LPs and tapes.

A system for detecting and reporting illegal records and tapes will be developed, with NARM's Canada Advisory Committee working closely with CRIA. Particular emphasis will be placed on the Canadian importation of illegitimately recorded product from the U.S.

Juno Promotion

As NARM develops its own effort for merchandising the nominees and winners of the U.S. Grammy Awards, NARM Canada will be developing similar plans for the Juno Awards.

In commenting on the meeting, Cohen said, "The possibilities for NARM Canada are very exciting. There are unlimited opportunities here for a recorded music trade association. Even though NARM has always had the participation of a limited group of Canadian member companies at regional meetings, at retail management certification programs and at the annual conventions, my interface with the NARM Canada Advisory Committee shows what a vast potential we have here. I am totally committed to NARM Canada, and the establishment of a Canadian office with its own independent support staff."

TOP 30 ALBUMS

		Weeks On Chart	6/26
1	**OFFRAMP** PAT METHENY GROUP (ECM-1-1216)	7	1
2	**WE WANT MILES** MILES DAVIS (Columbia C2 36005)	8	2
3	**BREAKIN' AWAY** AL JARREAU (Warner Bros. BSK 3576)	46	3
4	**MYSTICAL ADVENTURES** JEAN-LUC PONTY (Atlantic SD 19333)	21	4
5	**TELECOMMUNICATION** AZYMUTH (Milestone/Fantasy M-9101)	13	5
6	**THE DUDE** QUINCY JONES (A&M SP-3721)	65	6
7	**LITE ME UP** HERBIE HANCOCK (Columbia FC 37929)	5	11
8	**IT'S A FACT** JEFF LORBER (Arista 9583)	15	10
9	**ROYAL JAM** THE CRUSADERS (MCA 2-8017)	2	15
10	**COME MORNING** GROVER WASHINGTON, JR. (Elektra 5E-562)	30	7
11	**RIO** LEE RITENOUR (Musician/Elektra E1-60024)	17	8
12	**FATHERS AND SONS** (Columbia FC 37972)	9	12
13	**OBSERVATIONS &** BILLY COBHAM'S GLASS MENAGERIE (Musician/Elektra E1-60123)	2	19
14	**DIRECT HIT** NOEL POINTER (Liberty LT-51123)	3	18
15	**WYNTON MARSALIS** (Columbia FC 37574)	22	9
16	**THE GEORGE BENSON COLLECTION** (Warner Bros. 2HW 3577)	33	13
17	**HOLLYWOOD** MAYNARD FERGUSON (Columbia FC 37713)	11	14
18	**FANDANGO** HERB ALPERT (S&M SP-3731)	6	17
19	**CARLA BLEY LIVE!** THE CARLA BLEY BAND (Watt/ECM W 12)	3	24
20	**OBJECTS OF DESIRE** MICHAEL FRANKS (Warner Bros. BSK 3600)	23	16
21	**AS WE SPEAK** DAVID SANBORN (Warner Bros. 9 23650-1)	1	—
22	**ELECTRIC RENDEZVOUS** AL DI MEOLA (Columbia FC 37654)	22	20
23	**AMERICAN CLASSIC** DEXTER GORDON (Musician/Elektra E1-60126)	2	28
24	**DAN SIEGEL** (Elektra E1-60037)	15	22
25	**WEATHER REPORT** (ARC/Columbia FC 37616)	20	26
26	**CRAZY FOR YOU** EARL KLUGH (Liberty LT-51113)	35	23
27	**SILK** FUSE ONE (CTI 9036)	25	29
28	**RIDE LIKE THE WIND** FREDDIE HUBBARD (Musician/Elektra E1-60029)	16	30
29	**SOMETHING ABOUT YOU** ANGELA BOFILL (Arista AL 9576)	23	25
30	**SLEEPWALK** LARRY CARLTON (Warner Bros. BSK 3635)	23	27

ON JAZZ

NEW YORK TUNE UP — The Kool Festival in New York kicked off Friday with its now annual luncheon at Gracie Mansion and, at presstime, was set to go full steam ahead. Some last minute competition appeared to be on the horizon, however, in the form of **Miles Davis**, who surprised everyone by becoming the opening act on **Diana Ross'** Fourth of July show at The Meadowlands in New Jersey. A quick call to Davis' manager, **Mark Rothbaum**, elicited this response: "Yeah, it is a little off the wall, but I think it's wonderful. Diana is an exceptional artist, and we're delighted that we've been asked." As reported earlier in this column, Davis will perform in Manhattan at the Dr. Pepper Music Festival on The Pier July 17, and we can now add a third Metro-region date in late August at The Jones Beach Theater. The Jones Beach appearance will be part of a series produced by the Theater's promoters in association with the Kool Festival. Running Aug. 24-29, the Long Island Fest will also feature **Chick Corea, Gary Burton, Count Basie, Mel Torme, Gerry Mulligan, Benny Goodman, Tal Farlow, The Modern Jazz Quartet, Betty Carter, The Great Quartet** (featuring **McCoy Tyner** and **Freddie Hubbard**), **Patrice Rushen** and **Spyro Gyra** . . . Club honcho **Mark Morganelli** recently held a press screening to kick-off his Jazz Forum's summer Film Festival. Set for showing this week are *The Last of the Blue Devils, Lambert & Co., On the Road With* ***Duke Ellington, Sun Ra,*** *A Joyful Noise, The Wizard of Waukesha and* ***Talmadge Farlow.*** Morganelli also informs us that he will soon release albums on his own Jazz Forum label. First titles include his own group, featuring **James Spaulding**, a duo album by **Barry Harris** and **Tommy Flanagan**; and a **Charlie Persip Super Band** LP. Keep your eyes peeled . . . PolyGram Special Imports will soon add Black Saint to its label list . . . Palo Alto Records reports that work is nearing completion on a **Bill Evans** memorial album. The special project features solo performances by several pianists including **John Lewis, Dave McKenna** and **Herble Hancock** . . . The **Richie Cole/Sonny Stitt Group** will fill in for the late **Art Pepper** at this week's "Alto Summit" show at the New York Kool Festival. Also on the bill is **Phil Woods** . . . The Village West Club at 575 Hudson St. has recently been presenting an outstanding line-up of duos, featuring pianists **Gil Goldstein, Sir Roland Hanna** and guitarist **Laurindo Almeida** . . . The Minnesota-based JKL Prods. is seeking labels interested in licensing masters from the old Black & White Recording Co. catalog. Among the gems in the vaults are tracks by **Etta Jones** with **Barney Bigard and His Orchestra, Errol Garner, The Joe Marsala Sextet, T-Bone Walker, Jack McVea, Ivie Anderson, Lena Horne, Lil Armstrong, Howard McGhee** and **Red Callender**. The outfit can be reached at (612) 932-7818.

fred goodman

WELCOME GUEST — *Singer Phyllis Hyman (l) is caught here putting the finishing touches on one of the three ballads she is featured on on McCoy Tyner's latest LP, "Looking Out." Tyner looks on at New York's Power Station studio.*

Few Country Superstars To Release New Product During Third Quarter

by Tom Roland

NASHVILLE — While country labels plan to release only a handful of albums by bona fide superstars during the third quarter of 1982, retailers and distributors should expect to see new product from a large number of consistent-selling and developing acts to tide them through until the fourth quarter holiday buying season. Quite a few special projects and compilation albums should also find their way into the racks before the end of September.

Just five projects are expected from superstar acts. CBS is releasing two duet albums from Merle Haggard — one with Willie Nelson and the other with George Jones — while Eddie Rabbitt, Anne Murray and Conway Twitty should also see their next original sets released by September. Ricky Skaggs' highly anticipated second album should also be in the stores by the end of the quarter, and that album could prove to be as much in demand as the above mentioned works judging from his constantly growing popularity.

Other new releases from major artists include the latest from Mickey Gilley, Larry Gatlin, Johnny Cash and Dottie West.

Special projects expected during the period include gospel albums from the Statler Brothers and Barbara Mandrell, as well as a Brenda Lee "Greatest Country Hits" LP and a Warner Bros. "Best of" package on the Bellamy Brothers. Elektra also plans to release six as-yet-unnamed greatest hits sets or re-releases in addition to a Twitty "No. 1 Classics, Vol. I" album to rival the current MCA release.

The CBS labels have scheduled one dozen albums for third quarter shipping. Besides the Haggard duets with Nelson and Jones, Epic has set release dates during the period for Gilley, Skaggs and new artist Marcia Beverly, along with Albert Coleman's Atlant Pops behind the current "Hooked On Country" single. Columbia is expected to deliver the most recent recordings of Larry Gatlin & the Gatlin Brothers Band, Johnny Cash, Janie Fricke, David Allan Coe and Billie Joe Shaver. The label is also shipping Ray Conniff's "Nashville Connection," an album featuring the artist with a number of CBS country acts.

CBS should also begin to reap the rewards of late second quarter releases by Moe Bandy, Marty Robbins, Charly McClain and Rosanne Cash.

MCA expects June releases George Strait and Jerry Clower to begin showing retail muscle going into the third quarter. The label leads off the period with July's releases of Brenda Lee's "Greatest Country Hits" and Gene Watson's "The Dream's On Me." In August, George Lindsey's first comedy package for the label will be shipped, with September releases including a new Ed Bruce and the Thrasher Brothers' second album, plus the Mandrell gospel package and an Oak Ridge Boys Christmas collection.

Elektra/Asylum plans two July releases — the label debut from country/rock act Snuff and the latest from Tompall & the Glaser Brothers — and one August collection, the Twitty hits compilation. September should be a heavy month for the label with packages scheduled from Eddie Rabbitt, Conway Twitty, Johnny Lee, Eddy Raven, *Dukes of Hazzard* co-star Tom Wopat and former pop act the Osmond Brothers. Another six greatest hits sets and re-release packages are also projected.

RCA's June releases — Ronnie Milsap's "Inside," Sylvia's "Just Sylvia," and the "60 Years of Country Music" compilation — should begin to show up at the retail level during July, with August releases slated for Steve Wariner and Earl Thomas Conley. The next R.C. Bannon & Louis Mandrell LP will ship in September, and officials at the label promise a few "surprises" as a number of tentative projects are winding down to completion.

Following PolyGram's heavy June release of albums by the Statler Brothers, Reba McEntire and the Kendalls, the label will be shipping new product again in August when it releases the forthcoming George Burns and Tom Jones albums. The Statler's gospel record is also due in September.

The Capitol/EMI America/Liberty group will release Anne Murray in August, and retailers can expect the Gatlin-produced Dottie West album in September. Kenny Rogers' late June release, "Love Will Turn You Around," should also see strong third quarter action.

Third quarter releases for Warner Bros. include Con Hunley's "Oh, Girl" album and a Bellamy Brothers "Greatest Hits" compilation in July, and John Anderson and Buck Owens in August. September will be a heavy month for new releases with the label, as it plans to ship new T.G. Sheppard, and Emmylou Harris live LP's and new product from Gary Morris and the Wright Brothers. Warner Bros. will also put out the soundtrack to Clint Eastwood's forthcoming motion picture, *Honky Tonk Man*. The David Frizzell solo package, "The Family's Fine, But This One's All Mine!," and the debut from Karen Brooks were released in late June.

Oaks Fight Child Abuse

NASHVILLE — After selling out nearly one month in advance, the Oak Ridge Boys' Stars For Children benefit concert June 19 at Reunion Arena in Dallas raised an as-yet-undetermined amount of money to fight child abuse.

More than 19,000 turned out for the Oak Ridge Boys, Alabama, Loretta Lynn, Sylvia, Con Hunley and the Dallas Cowboy Cheerleaders that lasted more than five hours. The event had sold out May 21.

Joe Moschco of Broadcast Music, Inc. (BMI) presented the group a citation while on stage for its work with child abuse prevention. Stars For Children, a non-profit organization established five years ago by the band, has raised more than $400,000. Proceeds have been used to cover a number of public service announcements featuring the Oak Ridge Boys, and much of it has been turned over to the National Exchange club — ScanAmerica program. Funds have also been used to produce two 10-minute educational films.

TACKETT SHOWCASES AT FAN FAIR *— Newly signed RCA recording artist Marlow Tackett showcased at the Soundtrack Lounge in the Best Western Hall of Fame Motel on Music Row during Fan Fair. Tackett's first single for the label, "Ever Lovin' Woman," was just recently shipped. Pictured following his performance are (l-r): Harold Shedd, producer; Tackett; and Donnie Canada, manager.*

Second Error Found In Tabulation Of '82 *Music City News* Cover Awards

NASHVILLE — Following last week's discovery that an error had been made in the presentation of the *Music City News* Cover Award for Album of the Year, (**Cash Box**, June 26), a second mistake was uncovered in an audit of the voting records. The revised totals made the Statler Brothers the Comedy Act of the Year instead of the Mandrell Sisters, who were presented the award during the nationally telecast program June 7 (**Cash Box**, June 19).

Last week, Multimedia, Inc., publisher of the consumer-oriented country magazine, disclosed that the Statler Brothers had been given the award for Album of the Year by mistake and that Alabama should have recieved the trophy for its album, "Feel So Right." Both errors were caused by a "lapse in communications within the offices of the *Music City News*," according to Rhea T. Eskew, president of Multimedia Newspaper Co.

'Extremely Embarassed'

"We are extremely embarrassed that such mistakes were made," added Eskew. "This is the first time in the 16 years that *Music City News* has made the awards that any errors have occurred." Apparently, the mistakes were made when Lee Rector, the publication's editor, orally communicated engraving instructions for the trophies to a staff artist.

Eskew noted that an audit of the ballots for all categories in the 1982 show, made by Peat, Marwick, Mitchell, a national accounting firm, and J. Alan Hopper and Co., the Nashville-based company that originally audited the ballots, showed that "no errors had been made in this year's balloting." An ensuing investigation proved that no errors had been made in previous years either.

"On behalf of Multimedia," said Eskew, "and particularly the management and staff of *Music City News*, I apologize to the Statler Brothers, the Mandrell Sisters, Alabama and the entire country music industry and fans. We have already taken steps to make certain that such instances cannot happen again. We want to make certain the fans and the performers who may win awards in the future have every confidence in the accuracy of the awards."

A spokesman for the Statler Brothers said that the group will not accept the award for the Comedy Act of the Year. "The Mandrell Sisters are truly like sisters to us, and we do not want the award from them," said the spokesman, humorously adding, "With everything that has happened, we think the Comedy Act of the Year award should go to *Music City News* magazine because there's a lot of funny business going on down there."

Parton Publishing Firms Go Back To Tree Int'l

NASHVILLE — In a move back to her origins, Dolly Parton recently placed the catalogs of her publishing companies — Velvet Apple and Song Yard — under the management of Tree International, the Nashville-based publishing firm. Previously Parton's operation was based in Los Angeles.

Tree, headed by Buddy Killen, will now handle management and administration for the more than 900 copyrights held by Velvet Apple and Song Yard. These include "Coat of Many Colors," "Jolene" and "9 to 5," which was named by Broadcast Music, Inc. (BMI) as the most performed record of last year in both pop and country. Writers for the two companies include Estelle Floyd and Blaise Tosti, as well as Parton's siblings Randy Parton, Frida Parton and Rachel Dennison. The deal will expand Tree's catalog considerably, though it is already one of the largest in the world.

Parton signed a contract with Tree as a staff writer at the beginning of her career in Nashville. She stayed with the firm for three years, leaving to pursue her career as a country performer. Eventually she branched out into pop music and movies, and now she is reestablishing her old link with Tree International.

Parton expects to work closely with Killen under the terms of the new deal. In addition to the publishing agreement, she is currently involved in numerous other projects. Her soundtrack album from *The Best Little Whorehouse In Texas* is scheduled for mid-summer release along with the movie itself. She is also engaged in writing several books and plays, all of which will not stop her from beginning her first American tour in three years in July.

MCA, TOP BILLING THRASH IT OUT *— The Thrasher Brothers met recently with MCA/Nashville division president Jim Foglesong and the group's new booking agent Tandy Rice of Top Billing, to discuss marketing plans for their second album. Pictured at the meeting are (l-r): Beckie Hames, vice president, Century II; Robert Watson, attorney; Sonny Simmons, president, Century II; Rice; and Joe, Jim and Buddy Thrasher of the group. Foglesong is seated at the tape machine.*

TOP 75 ALBUMS

		6/26	Weeks On Chart
1	**MOUNTAIN MUSIC** ALABAMA (RCA AHL1-4229)	2	17
2	**ALWAYS ON MY MIND** WILLIE NELSON (Columbia FC 37951)	1	16
3	**HIGH NOTES** HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	5	11
4	**BLACK ON BLACK** WAYLON JENNINGS (RCA AHL1-4247)	4	18
5	**BOBBIE SUE** OAK RIDGE BOYS (MCA 5294)	3	20
6	**WAITIN' FOR THE SUN TO SHINE** RICKY SKAGGS (Epic FE 37193)	8	29
7	**LISTEN TO THE RADIO** DON WILLIAMS (MCA-5306)	6	12
8	**IN BLACK & WHITE** BARBARA MANDRELL (MCA-5295)	9	16
9	**BIG CITY** MERLE HAGGARD (Epic FE 37593)	10	35
10	**SOUTHERN COMFORT** CONWAY TWITTY (Elektra E1-60005)	7	23
11	**HEARTBREAK EXPRESS** DOLLY PARTON (RCA AHL 1-4289)	11	11
12	**INSIDE AND OUT** LEE GREENWOOD (MCA-5305)	13	10
13	**QUIET LIES** JUICE NEWTON (Capitol ST-12210)	19	6
14	**CHARLEY SINGS EVERYBODY'S CHOICE** CHARLEY PRIDE (RCA AHL1-4287)	15	13
15	**NUMBER ONES** CONWAY TWITTY (MCA-5318)	16	6
16	**INSIDE** RONNIE MILSAP (RCA AHL1-4311)	27	2
17	**BROTHERLY LOVE** GARY STEWART & DEAN DILLON (RCA AHL 1-4310)	29	7
18	**FEELS SO RIGHT** ALABAMA (RCA AHL 1-3930)	12	67
19	**SOMEWHERE IN THE STARS** ROSANNE CASH (Columbia FC 37570)	39	2
20	**BUSTED** JOHN CONLEE (MCA 5310)	22	12
21	**WINDOWS** THE CHARLIE DANIELS BAND (Epic FE 37694)	21	14
22	**SOME DAYS IT RAINS ALL NIGHT LONG** TERRI GIBBS (MCA-5315)	24	5
23	**WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)** WILLIE NELSON (Columbia KC2 37542)	23	31
24	**JUST SYLVIA** SYLVIA (RCA AHL 1-4312)	37	3
25	**WHEN WE WERE BOYS** THE BELLAMY BROTHERS (Elektra E1-60019)	25	10
26	**THE PRESSURE IS ON** HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	26	43
27	**THE DAVID FRIZZELL AND SHELLY WEST ALBUM** (Warner Bros./Viva BSK 3643)	17	22
28	**FINALLY!** T.G. SHEPPARD (Warner/Curb BSK 3600)	18	23
29	**MY HOME'S IN ALABAMA** ALABAMA (RCA AHL1-6644)	30	104
30	**THE DUKES OF HAZZARD** VARIOUS ARTISTS (Scotti Bros./CBS E237712)	14	14
31	**I'M GOIN' HURTIN'** JOE STAMPLEY (Epic FE 37927)	31	11
32	**SEASONS OF THE HEART** JOHN DENVER (RCA AFL1-4256)	32	15
33	**JUICE** JUICE NEWTON (Capitol ST 12136)	33	68
34	**STILL THE SAME OLE ME** GEORGE JONES (Epic FE 37106)	20	31
35	**SHE'S NOT REALLY CHEATIN'** MOE BANDY (Columbia FC 38009)	44	3
36	**SHARE YOUR LOVE** KENNY ROGERS (Liberty LOO-1108)	36	61
37	**BET YOUR HEART ON ME** JOHNNY LEE (Full Moon/Asylum 5E-541)	28	37
38	**LAST TRAIN TO HEAVEN** BOXCAR WILLIE (Main Street ST730001)	38	9
39	**STRAIT COUNTRY** GEORGE STRAIT (MCA 5348)	35	38
40	**THE SURVIVORS** JOHNNY CASH/JERRY LEE LEWIS/CARL PERKINS (Columbia FC 37961)	34	9
41	**WHEN A MAN LOVES A WOMAN** JACK GRAYSON (Koala KOA 15751)	40	16
42	**AIN'T GOT NOTHING TO LOSE** BOBBY BARE (Columbia FC 37719)	42	12
43	**FANCY FREE** OAK RIDGE BOYS (MCA 5209)	41	56
44	**CIMARRON** EMMYLOU HARRIS (Warner Bros. BSK 3603)	45	28
45	**STEP BY STEP** EDDIE RABBITT (Elektra 5E-532)	46	45
46	**GREATEST HITS** JIM REEVES & PATSY CLINE (RCA AHL1-4127)	48	31
47	**PISTOL PACKIN' MAMA** HOYT AXTON (Jeremiah JH-5003)	57	5
48	**GREATEST HITS** OAK RIDGE BOYS (MCA 5150)	43	46
49	**THE MAN WITH THE GOLDEN THUMB** JERRY REED (RCA AHL1-4315)	49	5
50	**LOVE TO BURN** RONNIE McDOWELL (Epic-FE 38017)	—	1
51	**FEELIN' RIGHT** RAZZY BAILEY (RCA AHL1-4228)	47	20
52	**I AM WHAT I AM** GEORGE JONES (Epic FE 36586)	50	11
53	**GREATEST HITS** RONNIE MILSAP (RCA AHL 1-3722)	51	11
54	**I LIE** LORETTA LYNN (MCA 5293)	52	19
55	**AMAZING GRACE** CRISTY LANE (Liberty/LS LT-51117)	55	4
56	**YEARS AGO** STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	53	41
57	**LIVE** TANYA TUCKER (MCA 5299)	59	14
58	**TAKE ME TO THE COUNTRY** MEL McDANIEL (Capitol ST-12208)	58	10
59	**KENNY ROGERS GREATEST HITS** KENNY ROGERS (Liberty LOO 1072)	54	88
60	**STRAIT FROM THE HEART** GEORGE STRAIT (MCA-5230)	—	1
61	**THE LEGEND GOES ON** THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	—	1
62	**ME AND MY R.C.** LOUISE MANDRELL AND R.C. BANNON (RCA AHL 1-4059)	62	20
63	**LIVE** BARBARA MANDRELL (MCA 5243)	56	44
64	**GIVIN' HERSELF AWAY** GAIL DAVIES (Warner Bros. BSK 3636)	60	17
65	**HOLLYWOOD, TENNESSEE** CRYSTAL GAYLE (Columbia FC 37438)	61	41
66	**GREATEST HITS** ANNE MURRAY (Capitol SOO-12110)	63	91
67	**GARY MORRIS** (Warner Bros. BSK 3658)	64	13
68	**DESPERATE DREAMS** EDDY RAVEN (Elektra 5E-545)	65	35
69	**SEVEN YEAR ACHE** ROSANNE CASH (Columbia JC-36965)	66	67
70	**IT'S A LONG WAY TO DAYTONA** MEL TILLIS (Elektra E1-60016)	67	10
71	**SOFT TOUCH** TAMMY WYNETTE (Epic FE 37980)	71	5
72	**YOU DON'T KNOW ME** MICKEY GILLEY (Epic FE-37416)	68	54
73	**GREATEST HITS** WAYLON JENNINGS (RCA AHL 1-3378)	69	166
74	**NOT GUILTY** LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	70	38
75	**FIRE & SMOKE** EARL THOMAS CONLEY (RCA AHL 1-4135)	72	30

COUNTRY COLUMN

FAN FAIRY TALES — They may not have as meaningful a moral as Grimm's Fairy Tales, but some of the artist-related tales of starstruck fans at the 11th Fan Fair were real jewels. Officials with the **Oak Ridge Boys** reported on a pair of young females who approached the band's booth and took interest in some plastic bags bearing the group's logo. The girls asked the people working the booth if the Oaks had actually touched the bags, and the workers jokingly said, "Oh, yeah, sure," and the pair went off down the aisle screaming in jubilation with their bags. Apparently, there was a strange happening at **Eddie Rabbitt**'s booth, too. A woman brought her camera up to the exhibit and asked when Rabbitt would be in the booth so that she could get a picture. When the worker told her that he would not be at Fan Fair at all, the woman found a 12" cardboard stand-up of the artist and put her arm around it. "If I can't have my pictured taken with Eddie," she said, "I'll settle for this. How do I look?" **R.C. Bannon** was reportedly tackled on his way to the autograph booth by four young girls. It seems that Bannon was lagging behind **Loulse Mandrell** and the security guards and the lasses felt it was open-season on unprotected male entertainers. **Jerry Clower**, however, had the best stories. One woman had him autograph a piece of cloth, and then explained that she was having several country performers do likewise. Later, she would embroider the signatures and patch the scraps together in a quilt. Clower also related that as he was drinking coffee at a table, he happened to wipe his brow with a paper napkin and set it on the table next to his cup. A woman rushed up to him, shoved a pen in his hand, and begged him to sign his name on the napkin where he had sweat. Finally, another woman, camera draped around her neck, fought through a crowd of autograph-seekers to get to Clower. When members of his entourage spotted what great lengths she was going to to reach the southern-fried humorist, they made space for her to get a photo of Clower. Alas, she was so overcome by the opportunity that she was incapable of taking the snapshot. If nothing else, Fan Fair is a great reminder to those who rarely venture past Music Row of just what an impact the artists have on their fans.

CRASH, KILLEN HOOK UP — *Capitol recording artist Billy "Crash" Craddock (l) was recently in at the Soundshop working with producer Buddy Killen on his next single. The record, "Love Busted," is shipping this week.*

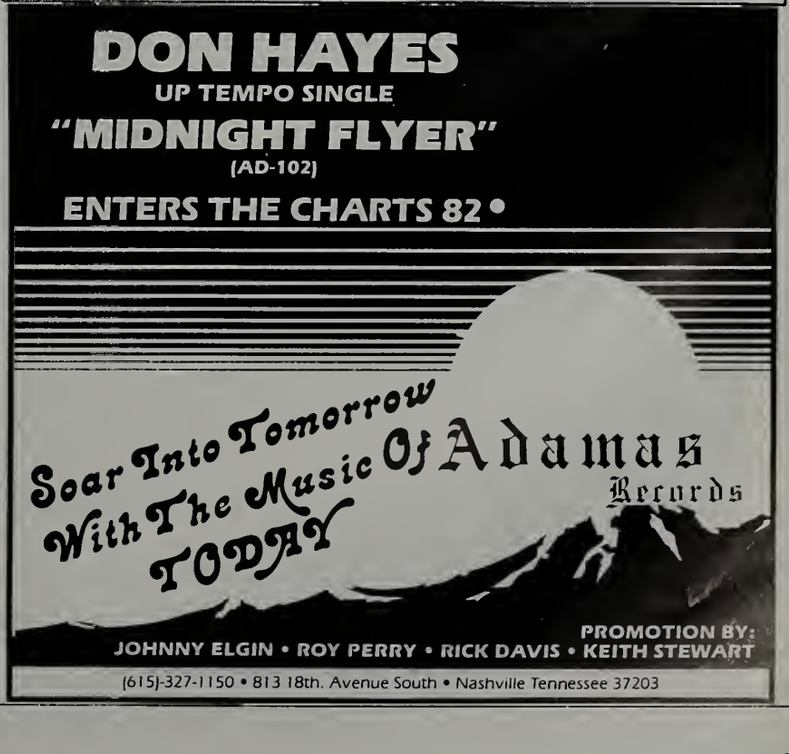
SPEAKING OF FAN FAIR . . . Here's a great note on **Sylvia**'s participation in the celebrity stock car race. Sylvia was the only female driver in the event, and up until a few hours before the race's start, she had never driven a stick-shift. When asked how many gears the car had, she replied, "Four, but I'm only going to use two."

BRUCE REPLACES *MAVERICK* WITH *CAVALCADE* — **Ed Bruce**, whose *Maverick* series was cancelled recently, has picked up the hosting role for the Nashville Network's national cable television series *American Sports Cavalcade*. Scheduled to begin during the first quarter of next year, officials with the project say Bruce will be hosting a diverse lineup of "grassroots" American sports like auto racing.

tom roland

SINGLES TO WATCH

DAVID ALLAN COE — What Made You Change Your Mind (Columbia 18-03022)
JOE STAMPLEY — I Didn't Know You Could Break A Broken Heart (Epic 14-03016)
TERRI HART — Dark Side Of The Moon (AMI 1306)
THE MERCEY BROTHERS — Starting All Over (MBS 1036)
WILEY McPHERSON — Jededlah Jones (i.e. NSD/i.e. 007)
STELLA PARTON — Young Love (TownHouse PB-1058)
TENNESSEE EXPRESS — Operator (RCA PB-13265)
DAVID FRIZZELL & SHELLY WEST — Our Day Will Come (Warner/Viva 7-29980)



TOP 100 COUNTRY SINGLES

July 3, 1982

			Weeks On Chart
1	SLOW HAND CONWAY TWITTY (Elektre E-47443)	2	11
2	ANY DAY NOW RONNIE MILSAP (RCA PB-13216)	6	10
3	I DON'T THINK SHE'S IN LOVE ANYMORE CHARLEY PRIDE (RCA PB-13096)	5	11
4	RING ON HER FINGER, TIME ON HER HANDS LEE GREENWOOD (MCA-52026)	4	15
5	'TIL YOU'RE GONE BARBARA MANDRELL (MCA-52038)	8	10
6	WOULD YOU CATCH A FALLING STAR JOHN ANDERSON (Warner Bros. WBS 50043)	10	13
7	LISTEN TO THE RADIO DON WILLIAMS (MCA-52037)	1	12
8	TAKE ME DOWN ALABAMA (RCA PB-13210)	12	6
9	ARE THE GOOD TIMES REALLY OVER MERLE HAGGARD (Epic 14-02894)	13	8
10	DON'T WORRY 'BOUT ME BABY JANIE FRICKE (Columbia 18-02859)	15	9
11	LOVE'S FOUND YOU AND ME ED BRUCE (MCA-52036)	14	11
12	I DON'T CARE RICKY SKAGGS (Epic 14-02931)	16	6
13	WHEN YOU FALL IN LOVE JOHNNY LEE (Full Moon/Asylum E-47444)	17	8
14	I DON'T KNOW WHERE TO START EDDIE RABBITT (Elektre E-47435)	3	14
15	SLOW DOWN LACY J. DALTON (Columbie 18-02847)	18	11
16	I JUST CUT MYSELF RONNIE McDOWELL (Epic 14-02884)	20	9
17	HEARTBREAK EXPRESS DOLLY PARTON (RCA PB-13234)	21	6
18	BORN TO RUN EMMYLOU HARRIS (Warner Bros. 7-29993)	22	7
19	HONKY TONKIN' HANK WILLIAMS, JR. (Elektre E-47462)	26	6
20	SO FINE OAK RIDGE BOYS (MCA-52065)	25	5
21	OH GIRL CON HUNLEY (Warner Bros. WBS 50058)	23	7
22	I THINK ABOUT YOUR LOVIN' THE OSMONDS (Elektra E-47438)	24	10
23	LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (Capitol PRO-9775)	28	8
24	NOBODY SYLVIA (RCA PB-13223)	34	5
25	AIN'T NO MONEY ROSANNE CASH (Columbia 18-02937)	30	6
S	26	I'M GONNA HIRE A WINO TO DECORATE OUR HOME DAVID FRIZZELL (Warner/Viva WBS 50063)	31	7
27	SOME MEMORIES JUST WON'T DIE MARTY ROBBINS (Columbia 18-02854)	29	8
28	ANOTHER CHANCE TAMMY WYNETTE (Epic 14-02770)	7	15
29	SHE USED TO SING ON SUNDAY LARRY GATLIN & THE GATLIN BROS. BAND (Columbia 18-02910)	33	6
S	30	I'M NOT THAT LONELY YET REBA McENTIRE (Mercury/PolyGrain 76157)	38	6
31	IF YOU AIN'T GOT NOTHIN' (YOU AIN'T GOT NOTHIN' TO LOSE) BOBBY BARE (Columbie 18-02895)	39	7
32	DREAMIN' JOHN SCHNEIDER (Scotti Bros./CBS ZS5 02889)	32	8
33	TONIGHT I'M FEELING YOU JACK GRAYSON (Joe-Wes JW-81000)	35	7
34	THE ONE THAT GOT AWAY MEL TILLIS (Elektre E-47453)	36	6
	35	FOOL HEARTED MEMORY GEORGE STRAIT (MCA-52066)	41	3
S	36	HEAVENLY BODIES EARL THOMAS CONLEY (RCA PB-13246)	43	4
	37	OLD FRIENDS ROGER MILLER & WILLIE NELSON W/RAY PRICE (Columbie 18-02681)	46	4
	38	WOMEN DO KNOW HOW TO CARRY ON WAYLON JENNINGS (RCA PB-13257)	47	2
39	CHEATER'S PRAYER THE KENDALLS (Mercury/PolyGrem 76155)	44	5
40	I STILL LOVE YOU TOMPALL & THE GLASER BROS. (Elektre E-47461)	45	4
41	JUST HOOKED ON COUNTRY ALBERT COLEMAN'S ATLANTA POPS (Epic 14-02938)	50	7
42	JUST GIVE ME WHAT YOU THINK IS FAIR LEON EVERETTE (RCA PB-13079)	9	15
S	43	RODEO CLOWN MAC DAVIS (Ceseblence NB 2350)	53	6
44	EVERY TIME YOU CROSS MY MIND RAZZY BAILEY (RCA PB-13084)	11	13
45	I FALL TO PIECES PATSY CLINE/JIM REEVES (MCA-52052)	52	6
46	TALK TO ME LONELINESS CINDY HURT (Churchill CR 94004)	54	5
47	SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbie 18-02966)	59	3
48	SHE'S PLAYING HARD TO FORGET EDDY RAVEN (Elektra E-47469)	60	3
49	THE HIGH COST OF LOVING CHARLIE ROSS (TownHouse B-1057)	58	6
50	FOR ALL THE WRONG REASONS THE BELLAMY BROS. (Elektre/Curb E-47431)	19	15
51	ASHES TO ASHES TERRI GIBBS (MCA-52040)	27	11
52	TEARS OF THE LONELY MICKEY GILLEY (Epic 14-02774)	37	16
53	FINALLY T.G. SHEPPARD (Werner/Curb WBS 50041)	42	14
54	THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA PB-13081)	49	13
55	FORTY AND FADIN' RAY PRICE (Dimension DS-1031)	48	15
56	DANCING YOUR MEMORY AWAY CHARLY McCLAIN (Epic 14-02975)	66	2
57	WHAT'S FOREVER FOR MICHAEL MURPHEY (Liberty B-1466)	70	3
58	OUR WEDDING BAND LOUISE MANDRELL & R.C. BANNON (RCA PB-13095)	61	6
59	PEPSI MAN BOBBY MACKEY (Moon Shine MS 3007)	64	5
60	YOU TURN ME ON I'M A RADIO GAIL DAVIES (Warner Bros. 7-29972)	72	2
61	PARADISE KNIFE AND GUN CLUB ROY CLARK (Churchill CR 94002)	40	9
62	(WHO'S GONNA SING) THE LAST COUNTRY SONG BILLY PARKER (Soundwaves NSD/SW4670)	56	10
63	WHATEVER THE STATLER BROTHERS (Mercury/ PolyGram 76162)	—	1
64	FRAULEIN JOE SUN with SHOTGUN (Elektre E-47467)	73	3
65	I'M TAKIN' A HEART BREAK TERRY GREGORY (Hendsheke WS9 02959)	74	2
66	NOTHING BEHIND YOU, NOTHING IN SIGHT JOHN CONLEE (MCA-52070)	79	2
67	DRINKING HER GONE AGAIN RONNIE RENO (King J 0002)	71	4
68	THIS DREAM'S ON ME GENE WATSON (MCA-52074)	—	1
69	BLUE RENDEZVOUS LLOYD DAVID FOSTER (MCA-52061)	80	3
70	BIG OLE BREW MEL McDANIEL (Capitol P-B-5138)	—	1
71	NORTH WIND JIM, JESSE & CHARLIE LOUVIN (Soundweves NSD/SW4671)	75	5
72	SUNDAY GO TO CHEATIN' CLOTHES DARLENE AUSTIN (Myrtle NSD/M 1002)	76	4
73	FIRST TIME AROUND RONNIE ROGERS (Lifesong LS 45116)	77	4
74	KEEPING ME WARM FOR YOU BRENDA LEE (MCA-52060)	78	3
75	DON'T WE BELONG IN LOVE STEPHANIE WINSLOW (Primero PR-1007)	84	2
76	NOTHING BUT THE RADIO ON YOUNGER BROTHERS (MCA-52076)	—	1
77	PLAY THIS OLD WORKING DAY AWAY DEAN DILLON (RCA PB-13208)	82	3
78	WALKIN' AFTER MIDNIGHT CALAMITY JANE (Columbie 18-02958)	83	3
79	COAL MINERS BLUES JIM OWEN (Sun 1174)	81	4
80	YOU'LL BE BACK THE STATLER BROS. (Mercury/PolyGram 78142)	51	17
81	TAKE ME TO THE COUNTRY MEL McDANIEL (Capitol P-B-5095)	55	18
82	MIDNIGHT FLYER DON HAYES (Ademes AD-102)	—	1
83	I'LL BE LOVING YOU BIG AL DOWNING (Team TRS1001AS)	—	1
84	ENDLESS SLEEP HARREL ROUNDS (Stargem SG 2137)	86	2
85	THINGS THAT SONGS ARE MADE OF RAY GRIFF (Vision 442)	85	4
86	STUMBLIN' IN CHANTILLY (Jeroco JR-51282)	94	2
87	IT'S HARD TO BE THE DREAMER DONNA FARGO (RCA-PB-13264)	—	1
88	WELCOME BACK TO MY HEART BILLY WALKER (Tell Texes TTR 56)	91	2
89	SHE IS THE WOMAN SUPER GRIT COWBOY BAND (Hoodswemp HS-8005)	—	1
90	BOCEPHUS CHARLIE BOSARGE (JB 1262)	—	1
91	CHEATIN' SIDE OF LIFE DAVID KIRCHNER & TWYLA (Stergem SG 2139)	93	3
92	JUST LIKE A COUPLE OF KIDS STEVE MANTELLI (Picep P-0007)	97	2
93	LONG LOVING NIGHT MARIE OWENS (Lobo VII)	95	2
94	AFTER THE GLITTER FADES STEVIE NICKS (Modern/Atco MR 7405)	96	2
95	WE MADE MEMORIES BOXCAR WILLIE & PENNY DeHAVEN (Main Street B952)	—	1
96	HONKY TONK HEAVEN ORION (Sun 1175)	—	1
97	JUST ANOTHER DAY IN PARADISE BERTIE HIGGINS (Ket Family/CBS ZS5 02839)	99	2
98	THE GENERAL LEE JOHNNY CASH (Scotti Bros./CBS ZS5 02803)	57	15
99	WHERE THE SUN DON'T SHINE RAY STEVENS (RCA PB-13207)	65	8
100	I'M GOIN' HURTIN' JOE STAMPLEY (Epic 14-02791)	62	16

ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

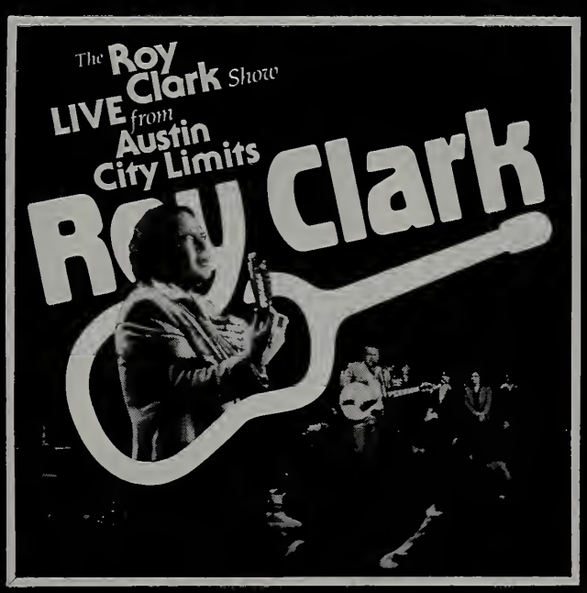
Alter The Glitter (Welsh Witch — BMI) . . . 94
Ain't No Money (Coolwell/Granite — ASCAP) . . . 25
Another Chance (First Lady/Sylvia's Mother — BMI) 28
Any Day Now (Intersong — ASCAP) . . . 2
Are The Good Times (Shade Tree — BMI) . . . 9
Ashes To Ashes (Chaplin — ASCAP) . . . 51
Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP) 70
Blue Rendezvous (House of Gold — BMI) . . . 69
Bocephus (Brownleal — BMI) . . . 90
Born To Run (Rondor (London-PRS) adm in the U.S. & Canada by Irving — BMI) . . . 18
Cheater's Prayer (Old Friends — BMI) . . . 39
Cheatin' Side Of Life (Denney — ASCAP) . . . 91
Coal Miners Blues (House of Love — BMI)/Shelby Singleton — BMI) . . . 79
Dancing Your Memory (Barnwood — BMI) . . . 56
Don't We Belong (Blackwood/O'Lyric — BMI) . . . 75
Don't Worry About (Old Friends/Tree/Duchess-MCA/Posey — BMI) . . . 10
Dreamin' (Warner-Tamerlane — BMI) . . . 32
Drinking Her Gone Again (Shady Del — ASCAP) . . 67
Endless Sleep (Johnstone-Montel/Elizabeth — BMI) 84
Everytime You Cross (House Of Gold — BMI) . . . 44
Finally (Meadowgreen — ASCAP) . . . 53
First Time Around (New Keys — BMI) . . . 73
Fool Hearted Memory (Make Believus/Welbeck — ASCAP) . . . 35
For All The (Bellamy Bros./Famous — ASCAP) . . . 50
Forty And Fadin' (Millstone—ASCAP/Chevis—BMI) 55
Fraulein (Unart — BMI) . . . 64
Heartbreak Express (Velvet Apple — BMI) . . . 17
Heavenly Bodies (Blue Moon/Merilark/April — ASCAP) . . . 36
Honky Tonkin' (Fred Rose/Hiram/Rightsong — BMI) 19
I Don't Care (Cedarwood — BMI) . . . 12
I Don't Know (Briarpatch/DebDeve — BMI) . . . 14
I Don't Think (Royal Haven — BMI) . . . 3
I Fall To Pieces (Tree — BMI) . . . 45
I Just Cut Mysell (This Side Up (div. of Prestige)/Cross Keys — ASCAP) . . . 16
I Still Love You (Milene — ASCAP) . . . 40
I Think About (Blackwood/Magic Castle — BMI) . . 22
Il You Ain't (Tree — BMI/Cross Key — ASCAP) . . . 31
I'll Be Loving You (Metaphor — BMI) . . . 83
I'm Goin' Hurtin' (Baray/Mullet — BMI) . . . 100
I'm Gonna Hire A Wino (Peso/Wellet — BMI) . . . 26
I'm Not That (Swallowfork — ASCAP) . . . 30
I'm Takin (Easy Listening — ASCAP/Algee/Al Galico — BMI) . . . 62
It's Hard To Be (Galleon — ASCAP/Algee — BMI) . 87
Just Another Day (Jen-Lee/Chappell/Brother Bills — ASCAP/Lowery — BMI) . . . 97
Just Give Me What (Peso — BMI) . . . 42
Just Hooked (Medley — Verious Publishers) . . . 41
Just Like (Onhison — BMI/Robchris — BMI) . . . 92
Keep Me Warm For You (Great Foreign/Skin Deep — ASCAP/BMI) . . . 74
Listen To (Southwest Words end Music — BMI) . . . 7
Long Loving Night (Boo — ASCAP) . . . 93
Love's Been A (Bobby Goldsboro/House of Gold — BMI) . . . 23
Love's Found You (Tree/Newkeys w/Sugerplum end Sister John — BMI) . . . 11
Midnight Flyer (Jody Miller — BMI) . . . 82
Morning, Noon And (Ft. Knox — BMI/Jupece — BMI) 96
Nobody (Tom Collins — BMI) . . . 24
North Wind (Jack and Bill/Welk — ASCAP) . . . 71
Nothing Behind You (Tree — BMI) . . . 66
Nothing But The (House ol Gold — BMI) . . . 76
Oh Girl (Six Continents — BMI) . . . 21
Old Friends (Airhond — BMI) . . . 37
Our Wedding Band (Jack & Jill — ASCAP/Hell-Clement c/o Welk — BMI) . . . 58
Paradise Knife (Uni-Chappell/Bundin — BMI) . . . 61
Pepsi Man (Chatter Box — ASCAP) . . . 59
Play This Old (Tree — BMI) . . . 77
Ring On Her Finger (Tree/Love Wheel — BMI) . . . 4
Rodeo Clown (Songpainter — BMI) . . . 43
She Is The Woman (Hoodswemp — BMI) . . . 89
She Used To (Larry Getlin — BMI) . . . 29
She's Not Really (Baray/Wood Hell — BMI) . . . 47
She's Playing Hard (April — ASCAP/Bleckwood — BMI) . . . 48
Slow Down (Algee — BMI) . . . 15
Slow Hand (Warner-Temerlane/Flying Dutchmen — BMI/Sweet Harmony — ASCAP) . . . 1
So Fine (Eldorado — BMI) . . . 20
Some Memories Just (House of Gold — BMI) . . . 27
Stumblin' In (Chinnichap — adm. in U.S. & Can. by Careers — BMI) . . . 86
Sunday Go To Cheatin' Clothes (I.S.P.D. — ASCAP) 72
Take Me Down (Chinnichep adm. in U.S. & Can. by Careers/Irving/Down 'N Dixie — BMI) . . . 8
Take Me To (Vogue/Pertner/Bibo c/o Welk — BMI/ASCAP) . . . 81
Talk To Me (Leona — ASCAP) . . . 48
Teers Of The (Bibo c/o Welk — ASCAP) . . . 52
The General Lee (Holy Moley/Jodi Lynn/House of Cash — BMI) . . . 98
The High Cost Of Loving (Rick Hell — ASCAP) . . . 49
The Man With The Golden Thumb (Feme — BMI) . 54
The One That Got Awey (Sewgress — BMI) . . . 34
Things That Songs (Blue Echo — ASCAP) . . . 85
This Dream's On Me (Coel Miners — BMI) . . . 88
'Til You're Gone (Rick Hell — ASCAP) . . . 5
Tonight I'm (Loyd of Neshville/Hinsdele/Plum Creek — BMI) . . . 33
Walkin' After Midnight (4-Ster — BMI) . . . 78
We Made Memories (Column II/Sege Hen — BMI) 95
Welcome Back To My Heart (Acuff-Rose — BMI) . . 88
Whatever (Americen Cowboy Music — BMI) . . . 83
What's Forever For (Tree — BMI) . . . 57
When You Fall (Sweet Beby — BMI/Music City — ASCAP) . . . 13
Where The Sun (Pelledium — ASCAP/Gee Sherp — BMI) . . . 99
Who's Gonna Sing (Hitkit — BMI) . . . 82
Women Do Know (Weylon Jennings/Vogue & Beby Chick c/o Welk — BMI) . . . 38
Would You Catch A Felling Ster (Tree — BMI) . . . 6
You'll Be Back (Bibo c/o Welk/Sunflower Country — ASCAP/BMI) . . . 80
You Turn Me On (Crazy Crow — BMI) . . . 60

= Exceptionally heavy radio activity this week

S = Exceptionally heavy sales activity this week

The Roy Clark Show
LIVE from Austin City Limits

Roy Clark



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MOST ADDED COUNTRY SINGLES

1. **WHATEVER — THE STATLER BROTHERS — MERCURY** — 34 ADDS
2. **THIS DREAM'S ON ME — GENE WATSON — MCA** — 29 ADDS
3. **BIG OLE BREW — MEL McDANIEL — CAPITOL** — 27 ADDS
4. **NOTHING BUT THE RADIO ON — YOUNGER BROTHERS — MCA** — 22 ADDS
5. **YOU TURN ME ON I'M A RADIO — GAIL DAVIES — WARNER BROS.** — 17 ADDS
6. **WOMEN DO KNOW HOW TO CARRY ON — WAYLON JENNINGS — RCA** — 15 ADDS
7. **MIDNIGHT FLYER — DON HAYES — ADAMAS** — 14 ADDS
8. **I'LL BE LOVING YOU — BIG AL DOWNING — TEAM** — 14 ADDS
9. **IT'S HARD TO BE A DREAMER — DONNA FARGO — RCA** — 14 ADDS
10. **SHE IS THE WOMAN — SUPER GRIT COWBOY BAND — HOODSWAMP** — 14 ADDS

MOST ACTIVE COUNTRY SINGLES

1. **NOBODY — SYLVIA — RCA** — 60 REPORTS
2. **HONKY TONKIN' — HANK WILLIAMS, JR. — ELEKTRA** — 53 REPORTS
3. **AIN'T NO MONEY — ROSANNE CASH — COLUMBIA** — 51 REPORTS
4. **I'M NOT THAT LONELY YET — REBA McENTIRE — MERCURY/POLYGRAM** — 51 REPORTS
5. **OLD FRIENDS — ROGER MILLER and WILLIE NELSON with RAY PRICE — COLUMBIA** — 49 REPORTS
6. **SO FINE — OAK RIDGE BOYS — MCA** — 48 REPORTS
7. **FOOL HEARTED MEMORY — GEORGE STRAIT — MCA** — 47 REPORTS
8. **I'M GONNA HIRE A WINO TO DECORATE OUR HOME — DAVID FRIZZELL — WARNER/VIVA** — 46 REPORTS
9. **HEAVENLY BODIES — EARL THOMAS CONLEY — RCA** — 40 REPORTS
10. **IF YOU AIN'T GOT NOTHIN' — BOBBY BARE — COLUMBIA** — 38 REPORTS

FICAP Mini-Clinic Panel Calls Country Radio Personality A Dying Breed

NASHVILLE — Despite a drop in attendance from last year's session in Austin, the Federation of International Country Air Personalities (FICAP) mini-clinic attracted some 150 participants to the Holiday Inn in Wichita June 18-19, where the gathering concluded that the country air personality is a dying breed.

In a panel entitled "The Radio Personality: An Endangered Species?," featuring Les Acree and Toby Young of WMC/Memphis and Bob Cole with WPKX/Washington, D.C., the assemblage noted that increased competition for the country listener has forced program directors to limit the amount of freedom given their jocks within the country format. They estimated that there may be only 50 personalities in country radio and that the rest of the format's disc jockeys are primarily "time and temperature" people. To keep country radio interesting, the panel maintained that DJs should be given more freedom to improvise instead of doing their show from liner cards.

In a panel concerning "Putting Together a Radio/Record Label Promo," it was agreed that stations should ensure the record company that it will benefit from any promotional efforts and that that could be best accomplished by getting T-shirts and record albums to the listeners and not station personnel. Present on the panel for that discussion were Dave Smith, PolyGram/Dallas; Bruce Adelman, Elektra/Asylum; Wayne Edwards, RCA; Dale Turner, WSAI/Cincinnati; and Bobby Craig, KPLX/Dallas.

Additional panels included "The Door To Programming/Management/Ownership," with panelists Turner, WSAI/Cincinnati; Lee Masters, WAVE/Louisville; Carlton Veirs, WBHT/Brownsville, Tenn.; Lynn Wagoner, KEBC/Oklahoma City; and Larry James, KHUT/Hutchinson, Kan. The "Communicating With Management/Role Playing" panel consisted of Tom Phifer, KRMD/Shreveport; John Speer, KFDI/Wichita; and Bill James, KCWM/Victoria, Tex. The agenda committee also added a panel on air checks with Cole WPKX/Washington, D.C.; Dan Halliburton, KLIF/Dallas; Phifer, KRMD/Shreveport; and Jay Phillips, WMAQ/Chicago.

Last year's event had drawn some 300 attendees, and, according to Tim Williams of KOKE/Austin, the 1982 mini-clinic's attendance decline was the result of several factors. Williams insisted that Wichita was not an attractive site for the convention and also noted that because the agenda was put together later than was the 1981 agenda, publicity for the gathering was limited. He also cited the economy as a factor.

TILLIS MEETS WITH KPLX IN THE LONGHORN STATE *— KPLX/Dallas recently sponsored a contest in which the winner got to meet Mel Tillis following the artist's performance at the Longhorn Ballroom in Dallas. Tillis' current single is "The One That Got Away." Pictured at the show are (l-r): Mike McBride, KPLX; a contest winner; Tillis; a contest winner; and Mac Daniels, KPLX.*

THE COUNTRY MIKE

KPLX/KLIF PREPARES PAPRIK 'N PEPPER PROMOTION — Dallas twin country stations **KPLX** & **KLIF** are preparing the area for the stations' second annual chilihead extravaganza scheduled for July 24-25 to help raise dollars for muscular dystrophy victims. Slated to appear in the Muscular Dystrophy Assn. benefit concert are **Jerry Reed**, **Razzy Bailey**, **Terri Gibbs**, **The Corbin-Hanner Band**, **Ray Wylie Hubbard** and **The Brooks Brothers** on the Saturday show, with the chilihead cooking and judging to be held on Sunday, July 25. Along with proceeds from the $6 and $8 tickets, special booths will help contribute to the fund, which raised over $10,000 last year. Chilihead extravaganza judging is open to the public, with attendance expected to draw more than the 30,000 chili fans who turned out to last year's cook-out.

Denise Galvin

PROGRAMMERS PROFILE — While on a vacation at the age of 17, **Denice Galvin** probably never thought that someday that trip to Los Angeles would pay off in many ways in a few years. When **Galvin** graduated from high school, she decided to go right to work instead of going to college, and soon she was hired at a local Kansas City ad agency to do clerical work. She soon found out about an opening for a secretary at **KUDL-AM&FM** there in Kansas City. Seeing the challenge of the job, Galvin applied and got the job, where she did various clerical and production work at the AOR-Top 40 station for almost two years. Remembering her trip to Southern California and the people she had met, Galvin set off for the West Coast at the age of 20. Later that year, after looking all around town, Galvin heard of an opening through the general manager at her old station's sister outlet and proceeded to apply at **KPOL**/Los Angeles (now **KZLA**) for the marketing and research job. With the help of **Dick Gary**, who was with KPOL at the time, Galvin continued her work and soon was given new assignments at the contemporary music station. Then in 1977, KPOL decided to make the change to country and became KZLA, and Galvin took over the traffic manager spot in programming. Since KZLA moved to country, Galvin has done more work in programming until she was named music director in early 1981. Along with operations manager **Tom Casey** and general manager **Vern Ore**, Galvin also works on the station charity promotions, such as a recent soccer-thon to help raise money for the Easter Seals campaign that brought in close to $10,000. In her limited spare time, Galvin teaches an aerobics class near her home in Santa Monica, plays tennis and travels. For a lady who loves challenges, Galvin seems to be prepared for many more to come in the future.

OAKS ON THE AIR — WPFR/Terre Haute has been purchased by the **Oak Ridge Boys** under the title of Oak Ridge Broadcasting of Indiana. The sale, subject to FCC approval, will fulfill a long-time wish of one of the band's members, **Richard Sterban**, to get into broadcasting. The 50-kilowatt station plans to retain its present AOR format.

MASCOTS MATED — With help from **Jerry Clower**, **WPLO**/Atlanta station mascots **Patrick Leary O'Possum** and **Patsy Leary O'Possum** joined together in matrimony before a crowd of over 22,000 country music fans who attended the station's Listener Appreciation days. Clower, an avid animal lover, flew in to oversee the occasion and to make sure that Patrick would promise to "love, honor and pitch in on some of the housework."

DAVIES PROMOTED — Jeff Davies, presently MD at **KXLR**/Little Rock has taken over the program director slot for the Shamrock Broadcasting station. Previous PD **Don Moore** moves to **KNFO**/Waco to assume the operation directorship at that Texas outlet.

RENO RODEO WINNERS — Grand prize winners in the Professional Rodeo Network's (PRN) recent contest are from stations **KQIL**/Grand Junction, Colo.; **KGAF**/Gainsville, Tex.; **KWIK**/Pocatello, Idaho; **KTFX**/Tulsa; and **KPMC**/Bakersfield. These winners of "The Great American Cowboy's Wildest and Richest Rodeo Contest" will receive an all-expense paid trip to the Reno rodeo, along with accommodations at Sundowner Hotel, roundtrip airfare and dinner at MGM Grand in Reno. Along with the previous grand prize winners, a group of five stations had runner-up winners. They are **KRAE**/Cheyenne; **KSDZ**/Gordon, Neb.; **KYAK**/Anchorage; **WHEW**/Ft. Myers, Fla.; and **WJQS**/Jackson. PRN has also signed **KBRQ**/Denver to the Great American Cowboy network of 116 U.S. and Canadian stations.

LANGFORD RESURFACES AT KRAK — Don Langford, whose seven-and-one-half year tenure with **KLAC**/Los Angeles was ended April 19 over programming differences with general manager **Don Kelly** (**Cash Box**, May 23), has taken the PD position at **KRAK**/Sacramento. Langford will be working alongside operations manager **Walt Shaw** and music director **Rick Stewart**.

country mike

PROGRAMMERS PICKS

Bob Sherwood	**KIXZ**/Amarillo	**What's Forever For** — Michael Murphey — Liberty
Coyote Calhoun	**WAMZ**/Louisville	**This Dream's On Me** — Gene Watson — MCA
Stan Davis	**WVAM**/Altoona	**She Is The Woman** — Super Grit Cowboy Band — Hoodswamp
Mike Hinrichs	**KHEY**/El Paso	**Nothing But The Radio On** — Younger Brothers — MCA
Tony Petta	**WSDS**/Ypsilanti	**More Nights** — Lane Brody — Liberty
Bob Rose	**KTTS**/Springfield	**Dancing Your Memory Away** — Charly McClain — Epic
Terry Wunderlin	**WIRK**/West Palm Beach	**Whatever** — The Statler Brothers — Mercury
Brady McGraw	**WQQT**/Savannah	**Big Ole Brew** — Mel McDaniel — Capitol
Rick Stevens	**KWKH**/Shreveport	**Blue Rendezvous** — Lloyd David Foster — MCA
Rick Turner	**KFKF**/Kansas City	**Love Will Turn You Around** — Kenny Rogers — Liberty

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"Just Hooked On Country"

(14-02938)

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WJAQ	ALBANY, GA	WBXB	EDENTON	WCMS	NORFOLK	WSAI	CINCINNATI	KIKK	HOUSTON	KEED	EUGENE
WQQT	SAVANNAH	WESC	GREENVILLE	WSLC	ROANOKE	WIRE	INDIANAPOLIS	WIL	ST. LOUIS	KGA	SPOKANE
WDOD	CHATTANOOGA	WFAI	FAYETTEVILLE	WMAQ	CHICAGO	WTMT	LOUISVILLE	WDAF	KANSAS CITY	KGAY	SALEM
WOXB	CHATTANOOGA	WVOJ	JACKSONVILLE	WXCL	PEORIA	KWMT	FT. DODGE	KFDI	WICHITA	KYGO	DENVER
WIVK	KNOXVILLE	WSUN	ST. PETERSBURG	WKKN	ROCKFORD	KHAK	CEDAR RAPIDS	WJQS	JACKSON	KSSS	COLORADO SPRINGS
WPNX	COLUMBUS	WQYK	ST. PETERSBURG	WYTL	OSHKOSH	WAXX	EAU CLAIRE	KRMD	SHREVEPORT	KFTN	PROVO
WBAM	MONTGOMERY	WGTO	CYPRESS GARDENS	WHK	CLEVELAND	KBMR	BISMARCK	KWKH	SHREVEPORT	KSOP	SALT LAKE CITY
WLWI	MONTGOMERY	WIRK	WEST PALM BEACH	WWVA	WHEELING	KDJW	AMARILLO	KNOE	MONROE	WHN	NEW YORK
WYDE	BIRMINGHAM	WSM	NASHVILLE	WVAM	ALTOONA	KIXZ	AMARILLO	KBBQ	VENTURA	WHIM	E. PROVIDENCE
WKSJ	MOBILE	WMC	MEMPHIS	WTOD	TOLEDO	KOMA	OKLAHOMA CITY	KHEY	EL PASO	WGNA	ALBANY, NY
WPCM	BURLINGTON	WMZA	WASHINGTON, D.C.	WITL	LANSING	KEBC	OKLAHOMA CITY	KRZY	ALBUQUERQUE		

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On Epic Records and Tapes.

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TOP 15 ALBUMS

Spiritual

		6/26	Weeks On Chart
1	**HIGHER PLANE** AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	1	32
2	**WHEN ALL GOD'S CHILDREN GET TOGETHER** REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	2	29
3	**LORD, YOU KEEP ON PROVING YOURSELF TO ME** FLORIDA MASS CHOIR (Savoy SGL 7078) Unavailable At Press Time	6	8
4	**IS MY LIVING IN VAIN** CLARK SISTERS (New Birth 7056) "Expect Your Miracle"	4	61
5	**LORD, FROM THE DEPTHS OF MY HEART** JAMES CLEVELAND AND THE WASHINGTON D.C. CHAPTER (Savoy SL-14654) Unavailable At Press Time	5	9
6	**IT'S GONNA RAIN** MILTON BRUNSON (Myrrh MXSB 6696) Title Cut	3	8
7	**EVERY TIME I FEEL THE SPIRIT** DR. CHARLES HAYES & THE COSMOPOLITAN CHURCH CHOIR (Savoy SGL 7076) Unavailable At Press Time	8	7
8	**GO** SHIRLEY CAESAR (Myrrh MSB 6665) "I'm Determined"	7	35
9	**A TOUCH OF CLASS** JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	9	9
10	**YOU BROUGHT THE SUNSHINE** CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	11	3
11	**MIRACLE MAN** MIGHTY CLOUDS OF JOY (Myrrh MSB 6694) Title Cut	10	8
12	**GLORY TO HIS NAME** ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Unavailable At Press Time	—	1
13	**CLOUDBURST** MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) "Everybody Ought To Praise His Name"	13	2
14	**COME OUT HERE TO STAY, LORD** INSTITUTIONAL RADIO CHOIR (Savoy SL 14673) Unavailable At Press Time	14	2
15	**KEYED UP** GOSPEL KEYNOTES (Nashboro 7252) Unavailable At Press Time	—	1

Inspirational

		6/26	Weeks On Chart
1	**I SAW THE LORD** DALLAS HOLM (Greentree R 3723) Title Cut	1	29
2	**UNFAILING LOVE** EVIE TORNQUIST (Word WSB 8867) "How I Love You Lord"	2	29
3	**MIRACLE** B.J. THOMAS (Myrrh 6705) "I'm In Tune"	3	11
4	**AGE TO AGE** AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	5	7
5	**THE VERY BEST OF THE IMPERIALS** (Dayspring SST 4025) "Same Old Fashion Way"	4	25
6	**BLESS THE LORD WHO REIGNS IN BEAUTY** BILL GAITHER TRIO (Word 8870) "A Perfect Heart"	6	15
7	**AMAZING GRACE** B.J. THOMAS (Myrrh 6675) Title Cut	8	45
8	**THE TRAVELER** DON FRANCISCO (New Pax NP 33106) "Traveler Joy"	7	37
9	**MAKE ME READY** FARRELL & FARRELL (New Pax NP33104) Unavailable At Press Time	10	2
10	**JONI'S SONG** JONI EARECKSON (Word WSB 8856) "Joni's Waltz"	12	29
11	**BUBBLIN'** HINSONS (Calvary STAV-5178) "God's Gonna Do The Same"	9	7
12	**HOLM, SHEPPARD, JOHNSON** (Greentree R 3583) "Drawin' From The Well"	11	14
13	**AMY GRANT IN CONCERT VOL. II** (Myrrh MSB 6677) "I'm Gonna Fly"	13	30
14	**PRIORITY** IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	14	9
15	**COLLECTIONS** KEITH GREEN (Sparrow SPR 1055) "Rushing Wind"	15	12

Last notation indicates the cut receiving the most airplay. The Cash Box Gospel chart is compiled from a broad cross-section of sales reports from national distributors and one-stops.

DeGarmo & Key Grab AOR Airplay With Hendrix-Influenced Gospel

NASHVILLE — Lamb & Lion recording act DeGarmo & Key has begun to garner isolated crossover airplay on AOR stations as part of the Benson Company's increased effort to break into the secular market with gospel music. The band has received the largest impetus from WZXR/Memphis, but awareness of DeGarmo & Key has also been stirred up through interviews on rock stations like WLS/Chicago

"We would like to have AOR play," comments Dana Key, lead singer and guitarist for the group, "but we don't really have that in mind when we cut our material. We don't strive for AOR airplay; most AOR jocks don't even know that this kind of gospel music exists. We just say what God wants us to and let the label put it wherever they think it should go."

While many Christian artists find their audience limited to followers of Christianity, DeGarmo & Key has found that the act's audience is in a state of expansion that reaches out to non-Christians. Recent surveys have shown that 85% of people aged 13-25 believe that God exists, and while Key is quick to point out that the degree of commitment varies within that 85% bracket, their belief alone gives the band a large potential audience.

Ed DeGarmo and Key were raised on '60s rock 'n' roll, and because of those influences, the group is much closer to a rock assemblage than a gospel outfit. In fact, the band members don't even consider themselves a gospel proponent. "We don't really welcome the 'gospel' label attached to our name," comments Key. "AC/DC isn't called a 'pagan' band."

"There are a lot of misconceptions associated with calling us gospel," adds DeGarmo, "because our music doesn't really sould like gospel in the traditional sense of southern quartets. We grew up with Jiml Hendrix, Elvis Presley and Keith Emerson, and Christianity didn't change our cultural tastes. I'm not sure I know the difference between what's gospel and what's not, but I do know good music from

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Smart Buying Keeps Rock Specialty Stores' Profits Up

(continued from page 14)

in Pasadena, import buyer David Okuma said that students made up 75% of the store's business.

Cutler's Record Shop, which is near Yale in New Haven, Conn., is a full-line store, but much of its business comes from alternative product. According to manager Al Lotto, the store sold 100 copies of the Go-Go's "We Got The Beat" single when it first came out two years ago on Stiff in England. "When the domestic single came out we hardly sold any," said Lotto, "since our clientele already had it, and it was nothing to them."

Alternative Radio

Lotto was one of several dealers who credited college or listener-sponsored radio stations that play new music that is not heard on commercial radio with making buyers aware of alternative product. "A lot of our customers listen to a weekly independent label show aired one night a week on University of Bridgeport's WPKN," he said. Ratzlaff said that Madison's listener-sponsored station WORT-FM was the only "progressive" station in town, daily programming new music intermittently as well as devoting a popular two-hour show to new wave on Saturday nights. Chicago's Nash cited Northwestern's WNUR's 7,500-watt power and Chicago's progressive WXRT-FM — which played Human League's "Dare" the first week the store had it — with helping expose new sounds to listeners.

Outside of minimal airplay or the store itself, rock dance clubs provide the vehicle by which new music is promoted, and there is often a close relationship between dance floor and alternative store sales action. "Commercial radio holds the music back but the records get played in the clubs," said 99's Bahlman, who listed club play at rock discos like the Ritz and the Peppermint Lounge together with his store's spreading word-of-mouth recognition and New York's summer immigrants as reasons for his increased business.

Plotnik was one of several dealers who said that club DJ's shopped at his store. "We provide them with new product that they can't get anywhere else. They audition them here, then play them at the clubs, Records break like that."

Besides DJs, recording artists frequent stores like Bleecker Bob's. "They come in to check out what other performers are doing," said Plotnik.

With DJs, artists, and buyers coming to the store to check out new music that circumvents regular exposure channels, in-store play is the major merchandising tool for alternative record stores. But some also make use of other promotional aids common to regular record outlets. At Wax Trax, Nash said that "half the fun" of running his store was helping out customers who know what type of music they like but aren't familiar with all of the artists that create it. "Every record here gets a divider card that gives information about the band and compares it to other groups," he said. In addition, Nash will put up window or half-window displays for product he especially likes. "Part of the pleasure is getting behind worthy acts. The fun isn't in selling 400 Human Leagues, but 200 copies of Human League and 200 of something you're behind. For instance, Sakamoto, who is the driving force behind Yellow Magic Orchestra in Japan, has a solo album 'B-2 Unit.' We sold 300 copies on import over six months. We could have got 10 copies and let it slide but we stocked it, displayed it, and played it. We can put it on and sell 15 in 20 minutes."

Nash also uses in-store video and has five monitors placed about the store. At Vinyl Fetish, Peck has hosted in-store appearances by such acts as Duran Duran, U2 and the Psychedelic Furs, the biggest being a visit by Siouxie and The Banshees, which was unadvertised due to the group's label promising the stop to a regular store. But a Haircut 100 in-store was cancelled when the band "got too big and went to Tower" instead.

In conjunction with Warner Bros. Records, Vinyl Fetish did a Depeche Mode contest, wherein entrants brought in pictures of themselves for a drawing to award cameras and albums. The store has also held in-store concerts for local bands.

Besides selling records, many stores are involved in other aspects of the music business. Like 99 Records, VVV in Dallas has its own VVV Records label. Owned by storeowner Neal Caldwell, the label has issued five LPs and 11 45s by local groups, several of which are also handled by Jem. Wax Trax Records has three discs including Divine's first single and a three-track 12" by Ministry, which Nash said he will shortly sublease to a major label. Nash also reported that some of his employees DJ at local rock clubs and that the store also promotes concerts in Chicago. "We've done mostly English bands that promoters don't know or are afraid of," he said.

In Minneapolis, Hot Licks has teamed with fellow alternative store Oar Folkjokeopus in putting together a Saturday night new music program for the University of Minnesota AM station. "We're all good friends," said Cameron of the competitors' teamwork. "We all care about the same music."

With the alternative record store assuming such a vital role in the new music community, current trends are readily visible there. "The big thing now is synthesized dance music a la Kraftwerk and Soft Cell," said Plotnik. "But the market is flooded now with that kind of stuff. It's time to look for new sounds, since everyone is Gary Numaned out."

Plotnik noted the rebirth of heavy metal as one major trend in his store. The other is a resurgence of hardcore punk. "Kids whose brothers bought Clash records are now putting out their own records," he explained. "They're still dance records, but now the kids slam dance."

Plotnik added that his "latest discovery" is a German record by Eric Von Jupiter, whom "the DJs love." At Wax Trax, where Nash said that "people come in and ask for the #5 record in the country and I haven't heard of it," new German music is the biggest thing happening now, with such bands at D.A.F., Grauzone and Die Partei making hot club items. 99's Bahlman lists several Belgian, Swiss, and German groups that "could fit on a station if given a chance."

Obviously, trends are temporary. Thus the only problem mentioned by alternative dealers involves knowing what to buy, how much and from where.

"I buy what I want outright," said Plotnik. "This type of store is not dependent on a system where you buy from a major on a line of credit at their mercy, where they send you what they want and you pay as you go."

Plotnik thanks his customers for providing him with tips on what to stock. "The kids in my store know about records even before the groups making them do," he said. When Wax Trax' Nash received good reports, he orders five-to-10 units, unless it is "great stuff that distributors don't want to ship in small quantities." In these instances he orders 50-100 "because we know we can influence sales."

For Bahlman, the trick is to immediately identify what's hot. "You have to have

(continued on page 38)

BLACK CONTEMPORARY

TOP 75 ALBUMS

		6/26	Weeks On Chart
1	**STEVIE WONDER'S ORIGINAL MUSIQUARIUM I** STEVIE WONDER (Tamla/Motown 6002TL2)	1	6
2	**THROWIN' DOWN** RICK JAMES (Gordy/Motown 6005GL)	3	5
3	**GAP BAND IV** THE GAP BAND (Total Experience/PolyGram TE 13001)	5	4
4	**KEEP IT LIVE** DAZZ BAND (Motown 6004ML)	2	16
5	**STREET OPERA** ASHFORD & SIMPSON (Capitol ST-12207)	8	6
6	**STRAIGHT FROM THE HEART** PATRICE RUSHEN (Elektra E1-60015)	7	11
7	**NIECY** DENIECE WILLIAMS (ARC/Columbia FC 37952)	6	12
8	**REUNION** THE TEMPTATIONS (Gordy/Motown 6008GL)	4	10
9	**DREAMGIRLS** ORIGINAL BROADWAY CAST (Geffen GHSP 20007)	14	6
10	**THE OTHER WOMAN** RAY PARKER, JR. (Arista AL 9590)	9	11
11	**BRILLIANCE** ATLANTIC STARR (A&M SP 4883)	11	15
12	**MY FAVORITE PERSON** THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	10	8
13	**JEFFREY OSBORNE** (A&M SP-4896)	17	3
14	**WHO'S FOOLIN' WHO** ONE WAY (MCA-5279)	12	16
15	**JI** JUNIOR (Mercury/PolyGram SRM-1-4043)	15	10
16	**I'M THE ONE** ROBERTA FLACK (Atlantic SD 19354)	19	3
17	**FRIENDS** SHALAMAR (Solar/Elektra S-28)	18	20
18	**SHARING YOUR LOVE** CHANGE (RFC/Atlantic SD 19342)	16	9
19	**STEAMIN' HOT** THE REDDINGS (Believe In A Dream/CBS FZ 37974)	20	6
20	**ALLIGATOR WOMAN** CAMEO (Chocolate City/PolyGram CCLP 2021)	13	13
21	**LOVE IS WHERE YOU FIND IT** THE WHISPERS (Solar/Elektra S-27)	21	25
22	**OUTLAW** WAR (RCA AFL1-4208)	27	17
23	**DOWN HOME** ZZ HILL (Malaco MAL 7406)	22	21
24	**TUG OF WAR** PAUL McCARTNEY (Columbia TC 37462)	26	6
25	**CONFIDENCE** NARADA MICHAEL WALDEN (Atlantic SD 19351)	25	6
26	**MR. LOOK SO GOOD** RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249)	24	20
27	**FRIENDS IN LOVE** DIONNE WARWICK (Arista AL 9585)	28	9
28	**SOONER OR LATER** LARRY GRAHAM (Warner Bros. BSK 3668)	35	3
29	**THE ONE GIVETH, THE COUNT TAKETH AWAY** WILLIAM "BOOTSY" COLLINS (Warner Bros. BSK 3667)	23	7
30	**TRUST ME** JEAN CARN (Motown 6010ML)	34	4
31	**"D" TRAIN** (Prelude PRL 14105)	32	11
32	**ATTITUDES** BRASS CONSTRUCTION (Liberty LT-51121)	29	10
33	**NEW DIMENSIONS** THE DRAMATICS (Capitol ST-12205)	37	5
34	**LITE ME UP** HERBIE HANCOCK (Columbia FC 37928)	30	6
35	**YES IT'S YOU LADY** SMOKEY ROBINSON (Tamla/Motown 8001 TL)	36	20
36	**WINDSONG** RANDY CRAWFORD (Warner Bros. 9 23687-1)	43	3
37	**DOIN' ALRIGHT** O'BRYAN (Capitol ST-12192)	38	15
38	**SOUP FOR ONE** ORIGINAL SOUNDTRACK (Mirage/Atco WTG 19353)	47	3
39	**LADIES OF THE EIGHTIES** A TASTE OF HONEY (Capitol ST-12173)	33	10
40	**STRONGER THAN EVER** ROSE ROYCE (Epic FE 37939)	42	5
41	**YOU'VE GOT THE POWER** THIRD WORLD (Columbia FC 37744)	31	16
42	**LOVE HAS FOUND ITS WAY** DENNIS BROWN (A&M SP-4886)	39	8
43	**1982** THE STYLISTICS (Philadelphia Int'l./CBS FZ 37955)	46	4
44	**I'LL DO MY BEST** RITCHIE FAMILY (RCA AFL1-4323)	44	8
45	**HOT AND NASTY** ST. TROPEZ (Destiny DLA-10004)	45	9
46	**SOMETHING SPECIAL** KOOL & THE GANG (De-Lite/PolyGram SP-1-6735)	40	19
47	**THE DUDE** QUINCY JONES (A&M SP-3721)	48	56
48	**HAPPY TOGETHER** ODYSSEY (RCA AFL1-4240)	60	2
49	**YOUR WISH IS MY COMMAND** LAKESIDE (Solar/Elektra S-26)	49	28
50	**LIVE ON THE SUNSET STRIP** RICHARD PRYOR (Warner Bros. BSK 3660)	41	12
51	**WISE GUY** KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	57	2
52	**LIVE & OUTRAGEOUS** MILLIE JACKSON (Spring/PolyGram SP-1-6735)	50	19
53	**SKYYLINE** SKYY (Salsoul/RCA SA-8548)	52	35
54	**LOVE CHANGES** O.C. SMITH (Motown 6019)	55	7
55	**PURE & NATURAL** T-CONNECTION (Capitol ST-12191)	51	19
56	**DROP THE BOMB** TROUBLE FUNK (Sugar Hill SH 266)	54	10
57	**CARRY ON** BOBBY CALDWELL (Polydor/PolyGram PD-1-6347)	53	14
58	**CURRENT** HEATWAVE (Epic FE 38065)	—	1
59	**LOVE CONQUERS ALL** MICHAEL WYCOFF (RCA NFL1-8004)	59	14
60	**WHY DO FOOLS FALL IN LOVE** DIANA ROSS (RCA AFL1-4153)	63	35
61	**STREET SONGS** RICK JAMES (Gordy/Motown G8-1002M1)	61	62
62	**THE POET** BOBBY WOMACK (Beverly Glen GB 1000)	58	34
63	**YOUR MAN IS HOME TONIGHT** TONY TROUTMAN (T. Main L-4000)	64	3
64	**7** CON FUNK SHUN (Mercury/PolyGram SRM-1-14030)	65	29
65	**GIVE IT UP** PLEASURE (RCA AFL1-4209)	56	11
66	**BREAKIN' AWAY** AL JARREAU (Warner Bros. BSK 3576)	69	46
67	**BODY TALK** IMAGINATION (MCA 5271)	67	19
68	**LOVE ME TENDER** B.B. KING (MCA-5307)	71	12
69	**POINT OF PLEASURE** XAVIER (Liberty LT-51116)	62	15
70	**TRUE DEMOCRACY** STEEL PULSE (Elektra E1-60113)	72	2
71	**I AM LOVE** PEABO BRYSON (Capitol ST-12179)	66	32
72	**TOM TOM CLUB** (Sire SRK 3628)	68	25
73	**NIGHT CRUISING** BAR-KAYS (Mercury/PolyGram SRM-1-4028)	73	34
74	**THE GEORGE BENSON COLLECTION** (Warner Bros. 2HW 3577)	70	33
75	**ANYONE CAN SEE** IRENE CARA (Network/Elektra E1-60003)	74	21

INERGIZED *— Members of the Gordy/Motown recording trio High Inergy recently visited KACE-FM/Los Angeles to promote their newest single, "First Impressions," and their current LP, "So Right." Pictured are (l-r): Barbara Mitchell of the group; Cal Shields, KACE PD; Linda Howard of the group; Don Savage, KACE air personality; and Jesus Garber, western regional promotion manager, Motown.*

THE RHYTHM SECTION

GARDENING THE GROOVE — Atlantic recording artist **Narada Michael Walden** has managed to transform his industry identity from that of a rock-oriented, avant garde percussionist who fashioned music with the likes of John McLaughlin's Mahavishnu Orchestra, to that of a black contemporary artist poised to extrapolate on the current popularity of black music. To his credit from behind the drum kit, Walden has produced ground-breaking LPs for labelmates **Stacey Lattisaw** and **Sister Sledge**. He is currently producing and writing on the upcoming LP by Bad Jama **Carl Carlton** and the upcoming Lattisaw LP. In his own recording career, Walden's music has culminated in his current project, titled "Confidence," which exudes a spectrum of sound, the type of diversity that the artist would like to see all of music encompass. The Plainwell, Mich.-native grew up simultaneously with rock and R&B music, having been weaned on the sounds of **Stevie Wonder**, **Sly and the Family Stone**, the Motown family, **The Who**, **Grand Funk** and the **Electric Flag**. What followed was a woodshedding excursion with various pro and semi-pro bands. Then he met Mahavishnu John McLaughlin and the guitarist's teacher **Sri Chinmoy**, who gave Walden the name Narada. Soon after Walden was at the controls of Mahavishnu's drum kit, recording for his first time with the jazz-fusion group during a set with the Buffalo Symphony under the direction of **Michael Tilson-Thomas**. Walden subsequently recorded and wrote music for **Jeff Beck** ("Wired"), recorded with **Weather Report** ("Black Market") and toured with guitarist **Tommy Bolin**. Teaming with guitarist **Ray Gomez** and multi-instrumentalist **David Sanclous**, both fresh from recording gigs with bassist **Stanley Clarke**, Walden landed a contract with Atlantic which produced the debut LP, "Garden of Live Light." A versatile album, "Garden . . . " was hard to pocket for radio; so Narada had to evolve. "Jazz-fusion is one world; a world that is primarily supported by white rockers who come to hear extended solos and open playing," Walden said. "I had to go from the solid rock type audience to something like the church. I had to adopt a new feeling in my repertoire. I discovered that the groove was very important if I wanted to make an impact with my music in the black marketplace." While Walden says he hopes to once again combine the open energy of rock with the syncopated grooves of R&B, he is more concerned with writing strong, distinguished songs. "The '60s had some great music because the music was more thoughtfully written," he said, "and I think people are hungry for great songs again." As Walden explains it, "Rock 'n' Roll didn't need a lot of dancing rhythms in the music, at first, but when middle class America started to go with the groove you had to do music that was on the pulse, so they could feel the music, even when it's a ballad."

SWITCHING — The R&B/pop group **Switch** has moved away from Motown Records, where they have released four LPs. The group is shopping for a label. The group says that it has left Motown due to a contract disagreement. Splitting from the group are the **DeBarges Brothers**, **Tommy** and **Bobby**, who have been replaced by **Attala Zane Giles**. Staying on are four original members, **Greg Williams**, **Jody Simms**, **Phil Ingram** and **Eddie Fluellen**. The group is two weeks away from finishing an album which a spokesman for the group said would be marketed for one of the labels now bidding for the group's services.

VID SCENE — Gavin & Lott Associates, Inc. of Philadelphia recently committed the 1982 Black Music Assn. (BMA) Conference to video tape. Documented in New Orleans, La. June 3-6, the production company used two camera crews to capture each business and working session including entertainment offered throughout the confab. Gavin & Lott will produce two 60- to 90-minute programs, one for commercial airing on cable or network and another to be used in-house by the BMA . . . Last Friday (June 25), **Dick Griffey**, president of Solar Records, held a special screening of the 90-minute TV show *Sultans Of Soul*, on which Griffey served as executive producer. Set to debut July 3 on KTLA in L.A. and through nationwide syndication soon after, the initial show is a video tribute to Solar artists **The Whispers**, **Lakeside**, **Shalamar** and **Carrie Lucas**; Elektra artist **Patrice Rushen**; RCA artists **Diana Ross, Hall & Oates**, the late **Bob Marley**; Columbia's **Paul McCartney** with Stevie Wonder; Motown's **Commodores**; Warner Bros.' **Prince**; ARC/Columbia's **Earth, Wind & Fire** and **Third World**; and PolyGram's **Kool & the Gang** and **Bobby Caldwell**. The screening took place at Elektra/Asylum's West Coast headquarters . . . Total Experience/PolyGram group **The Gap Band** recently headlined *Solid Gold*, where they opened the show with, of course, "Early In The Morning" from their "Gap Band IV" LP.

ON THE ROAD AGAIN — Gladys Knight & The Pips recently began an extensive tour of the U.S. that runs through January, 1983 . . . MCA Bluser **B.B. King** will perform at a series of international jazz festivals beginning July 7 at the Rome Jazz Festival. King is also set to perform at the prestigious Montreux Jazz Festival July 24 in Switzerland . . . RCA recording artist **Michael Wycoff** is set to start a mini-tour at the People's Choice nightclub in Denver July 2. He is also to do dates in Las Vegas and San Francisco.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

July 3, 1982

		6/26	Weeks On Chart
1	**EARLY IN THE MORNING** THE GAP BAND (Total Experience/PolyGrem TE-8201)	2	11
2	**LET IT WHIP** DAZZ BAND (Motown 1609MF)	1	17
3	**DANCE WIT' ME** RICK JAMES (Gordy/Motown 1619GF)	4	8
4	**WE GO A LONG WAY BACK** BLOODSTONE (T-Neck/CBS ZS5 02825)	3	14
5	**DO I DO** STEVIE WONDER (Temle/Motown 1612TF)	10	5
6	**I REALLY DON'T NEED NO LIGHT** JEFFREY OSBORNE (A&M 2410)	7	9
7	**STANDING ON THE TOP — PART 1** THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)	5	11
8	**STREET CORNER** ASHFORD & SIMPSON (Capitol P-B-5109)	8	12
9	**CUTIE PIE** ONE WAY (MCA 52049)	11	9
10	**FORGET ME NOTS** PATRICE RUSHEN (Elektre E-47427)	9	17
11	**SOUP FOR ONE** CHIC (Mirege/Atlentic WTG 4032)	12	10
12	**IT'S GONNA TAKE A MIRACLE** DENIECE WILLIAMS (ARC/Columbie 18-02812)	6	16
13	**TOO LATE** JUNIOR (Mercury/PolyGrem 76150)	15	8
14	**EBONY AND IVORY** PAUL McCARTNEY (Columbie 18-02860)	13	12
15	**OLD FASHIONED LOVE** SMOKEY ROBINSON (Temle/Motown 1615TF)	17	12
16	**THE OTHER WOMAN** RAY PARKER, JR. (Ariste AS 0669)	14	16
17	**PLANET ROCK** SOUL SONIC FORCE (Tommy Boy TB-823)	37	5
18	**KEEP ON** "D" TRAIN (Prelude PRL 8049)	21	6
19	**MURPHY'S LAW** CHERI (Venture VD-5019)	18	18
20	**EMERGENCY** WHISPERS (Soler/Elektre S-48008)	20	J
21	**CHEATING IN THE NEXT ROOM** ZZ HILL (Meleco 2079)	25	9
22	**DON'T STOP WHEN YOU'RE HOT** LARRY GRAHAM (Werner Bros. WBS 50068)	22	9
23	**AND I AM TELLING YOU I'M NOT GOING** JENNIFER HOLLIDAY (Geffen 7-29983)	44	5
24	**YOU'RE #1** NARADA MICHAEL WALDEN (Atlentic 4037)	24	10
25	**THE VERY BEST IN YOU** CHANGE (RFC/Atlentic 4027)	19	13
26	**I SPECIALIZE IN LOVE** SHARON BROWN (Profile PRO-5006)	29	12
27	**(SITTIN' ON) THE DOCK OF THE BAY** THE REDDINGS (Believe In A Dreem/CBS ZS5 02836)	32	6
28	**SOMETHING ABOUT THAT WOMAN** LAKESIDE (Soler/Elektra S-48009)	28	9
29	**A NIGHT TO REMEMBER** SHALAMAR (Solar/Elektre S-48005)	23	14
30	**(AEROBIC DANCIN) KEEP DANCIN** R.J.'s LATEST ARRIVAL (Zoo York WS9 2737)	30	9
31	**I'LL DO MY BEST (FOR YOU BABY)** RITCHIE FAMILY (RCA PB-13092)	35	8
32	**STILL WATER (LOVE)** O'BRYAN (Capitol P-B-5117)	38	7
33	**MAKE THE LIVING WORTHWHILE** GENE CHANDLER (Chi Sound CH-1001)	33	10
34	**FLIRT** CAMEO (Chocolate City/PolyGrem CC 3233)	52	4
35	**OUTLAW** WAR (RCA PB-13238)	47	4
36	**WORK THAT BODY** DIANA ROSS (RCA PB-13201)	16	11
37	**THE REAL DEAL** THE ISLEY BROTHERS (T-Neck/CBS ZS5 02985)	51	2
38	**LOVE ME DOWN** ATLANTIC STARR (A&M 2420)	48	4
39	**THANKS TO YOU** SINNAMON (Becket BKD 508)	46	7
40	**BODY LANGUAGE** QUEEN (Elektre E-47452)	40	8
41	**FEELIN' LUCKY LATELY** HIGH FASHION (Capitol P-B-5104)	41	8
42	**INSTANT LOVE** CHERYL LYNN (Columbie 18-02905)	49	5
43	**I JUST WANT TO SATISFY** THE O'JAYS (Phile. Int'l./CBS ZS5 02834)	34	15
44	**CIRCLES** ATLANTIC STARR (A&M 2392)	31	19
45	**FEMMES FATALES** ST. TROPEZ (Destiny D-2010)	50	8
46	**LOVE IS IN CONTROL (FINGER ON THE TRIGGER)** DONNA SUMMER (Geffen 7-29982)	—	1
47	**IF IT AIN'T ONE THING . . . IT'S ANOTHER** RICHARD "DIMPLES" FIELDS (Boardwelk NB7-11-139)	27	20
48	**I DON'T NEED YOUR LOVE** SEQUENCE (Sugar Hill SH-783)	54	6
49	**FRIENDS IN LOVE** DIONNE WARWICK and JOHNNY MATHIS (Ariste AS 0673)	26	12
50	**TAKING APPLICATIONS** RICHARD "DIMPLES" FIELDS (Boardwelk NB7-11-143)	70	3
51	**JUST AN ILLUSION** IMAGINATION (MCA 52067)	65	4
52	**LET ME GO** RAY PARKER JR. (Ariste AS 0695)	64	3
53	**SHOW ME WHERE YOU'RE COMING FROM** CARRIE LUCAS (Soler/Elektre S-48010)	58	6
54	**FIRST IMPRESSIONS** HIGH INERGY (Gordy/Motown 1613GF)	56	8
55	**HEART TO HEART** RONNIE DYSON (Cotillion/Atco 40917)	55	8
56	**LOOKING UP TO YOU** MICHAEL WYCOFF (RCA PB-13214)	61	5
57	**SHE'S WRAPPED TOO TIGHT** EDWIN BIRDSONG (Selsoul/RCA S7 7024)	60	7
58	**SO FINE** HOWARD JOHNSON (A&M 2415)	84	2
59	**LOVE YOU MADLY** CANDELA (Ariste CP 715)	62	5
60	**ONE HELLO** RANDY CRAWFORD (Werner Bros. 7-29998)	68	5
61	**LETTIN' IT LOOSE** HEATWAVE (Epic 14-02904)	67	6
62	**HOT FUN IN THE SUMMERTIME** DAYTON (Liberty P-B-1468)	77	3
63	**WIDE SHOT** SUPERIOR MOVEMENT (C.I.M./CBS ZS5 02906)	69	6
64	**I'M A WONDERFUL THING, BABY** KID CREOLE & THE COCONUTS (Sire SRE 50069)	66	6
65	**TAKE SOME TIME OUT (FOR LOVE)** THE SALSOUL ORCHESTRA (Selsoul/RCA S7 7026)	72	5
66	**DON'T HOLD BACK** MIKE AND BRENDA SUTTON (Sem 82-5028)	71	4
67	**THANG (GIMME SOME OF THAT THANG)** VIDEEO (Houston Connection 4W9 02923)	73	4
68	**PRESIDENT'S RAP** RICH LITTLE (Boerdwelk NB9-99901)	74	4
69	**JUMP TO IT** ARETHA FRANKLIN (Ariste AS 0699)	—	1
70	**INSIDE OUT** ODYSSEY (RCA PB-13217)	76	4
71	**FLAMETHROWER RAP** FELIX AND JARVIS (RFC/Ouality 014)	78	3
72	**ALL THE MAN I NEED** SISTER SLEDGE (Cotillion/Atco 47007)	42	9
73	**ON THE FLOOR** FATBACK (Spring/PolyGrem SP 3025)	86	2
74	**WHEN YOU TOUCH ME** SKYY (Selsoul/RCA S7 7029)	87	2
75	**YOUR MAN IS HOME TONIGHT** TONY TROUTMAN (T. Mein L-200)	83	5
76	**IF THIS WORLD** COFFEE (De-Lite/PolyGrem DE 819)	82	3
77	**DON'T MAKE ME WAIT** PEECH BOYS (West End WES-1240)	79	9
78	**CALYPSO FUNKIN'** BILLY OCEAN (Epic 14-02942)	85	2
79	**DIDN'T WE DO IT** BILLY ALWAYS (Weylo/Peter Pen TAS-114)	80	7
80	**STRAIGHT FROM THE HEART** CON FUNK SHUN (Mercury/PolyGrem 76159)	81	3
81	**IT'S ALRIGHT** GINO SOCCIO (RFC/Atlentic 4052)	88	2
82	**WHY CAN'T WE LIVE TOGETHER** ILLUSION (Suger Hill SH-785)	89	2
83	**BURNIN' LOVE** PLUSH (RCA PB-13228)	90	2
84	**SHOUT FOR JOY** DUNN & BRUCE STREET (Devekl/Mirus DK 1009)	—	1
85	**LOVE HAS FOUND ITS WAY** DENNIS BROWN (A&M 2407)	43	11
86	**IF YOU DON'T KNOW ME BY NOW** JEAN CARN (Motown 1620MF)	—	1
87	**AMERICAN MUSIC** POINTER SISTERS (Planet/RCA JH-13254)	—	1
88	**I CAN MAKE YOU FEEL GOOD** SHALAMAR (Soler/Elektre S-48013)	—	1
89	**MURPHY'S JIVE LAW** THE MURPHYS (Venture VD-5020)	—	1
90	**WE GOT THE GROOVE** A TASTE OF HONEY (Capitol 5132)	—	1
91	**LOVE CHANGES** O.C. SMITH (Motown 1623MF)	92	7
92	**NINE TIMES OUT OF TEN** TEDDY PENDERGRASS (Phile. Int'l./CBS ZS5 02856)	39	8
93	**BEFORE THE NIGHT IS OVER** LESLIE SMITH & MERRY CLAYTON (Elektre E-47451)	95	3
94	**MAKING LOVE** ROBERTA FLACK (Atlentic 4005)	59	18
95	**JUST BE YOURSELF** CAMEO (Chocolate City/PolyGrem CC 3231)	45	15
96	**MONEY'S TOO TIGHT (TO MENTION)** THE VALENTINE BROS. (Bridge BR-1982)	36	11
97	**I JUST WANNA (SPEND SOME TIME WITH YOU)** ALTON EDWARDS (Columbie 18-02796)	57	7
98	**GET DOWN ON IT** KOOL & THE GANG (De-Lite/PolyGrem DE 818)	63	16
99	**LIVE IT UP** THE DRAMATICS (Capitol P-B-5103)	53	13
100	**TRY JAH LOVE** THIRD WORLD (Columbie 18-02744)	75	16

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP) 29
Aerobic Dancin (Arrival — BMI) 30
All The Man (Fifth of March/Body Electric/Werner-Tamerlane — BMI) 72
American Music (Ensign/Perker McGee — BMI) .. 87
And I Am (Dreamgirls — ASCAP/Dreemettes — BMI) 23
Before The Night (Smilin' Eyes/Hollywood Allster — BMI) 93
Body Language (Queen — BMI) 40
Burnin' Love (A la Mode — ASCAP) 83
Calypso Funkin' (Blackwood — BMI/Unicheppell — ASCAP/Motcha — PRS) 78
Cheating In (Malaco/Gorille Queen — BMI) 21
Circles (Almo/Jodaway — ASCAP) 44
Cutie Pie (Duchess/Perk's — BMI) 9
Dance Wit Me (Jobete/Stone City — ASCAP) 3
Didn't We Do (Poppe Willie/Alweys/Tender Tunes/Loaded Lyrics — BMI) 79
Do I Do (Jobete + Black Bull — ASCAP) 5
Don't Hold Back (Colgems/Mibren — ASCAP) 66
Don't Make Me (Peech Boys/Dez Bee — BMI) 77
Don't Stop When (Greham-O-Tunes — BMI) 22
Early In The Morning (Total Experience — BMI) ... 1
Ebony And Ivory (MPL Communications — ASCAP) 14
Emergency (Spectrum VII/Silver Sounds — ASCAP) 20
Feelin' Lucky Letely (Little Macho — ASCAP) 41
Femmes Fatales (De Note — BMI) 45
First Impressions (Bobby Goldsboro — ASCAP/House Of Gold — BMI) 54
Flamethrower Rap (Center City — ASCAP) 71
Flirt (All Seeing Eye/Cemco 5 — BMI) 34
Forget Me Nots (Baby Fingers — ASCAP/Freddie Dee — BMI) 10
Friends In Love (Garden Rake/Foster Frees — BMI/JSH — ASCAP) 49
Get Down On It (Delightful/Second Decade — BMI) 98
Heart To Heart (Interworld Groove Tunes/Friday's Child/Unart — BMI) 55
Hot Fun (Warner-Temerlane — BMI) 62
I'm A Wonderful (Schott In the Dark — ASCAP/Cri Cri/Perennial August — BMI) 64
I Can Make (Alive + Kickin'/Hip Trip — BMI/Spectrum VII — ASCAP) 88
I Don't Need (Sugar Hill — BMI) 48
I Just Wanna (Colgems-EMI — ASCAP) 97
I Just Want (Mighty Three — BMI) 43
I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP) 6
I Specialize (Next Plateau — ASCAP/STM — BMI) 26
If It Ain't (On The Boardwalk/Dat Richfield Ket — BMI/Songs Can Sing — ASCAP) 47
If This World (Jobet — ASCAP) 76
If You Don't Know Me By Now (Assorted — BMI) .. 86
Inside Out (Major Toms — BMI/Luzuli — ASCAP) . 70
Instant Love (April/Uncle Ronnie's/Sunset Burgundy — BMI) 42
It's Alright (Good Flavor/Sons Celestes/Shediac — ASCAP) 81
It's Gonna Take (Vogue — BMI) 12
I'll Do My Best (Little Macho/Fonzworth — ASCAP) 31
Jump To It (Uncle Ronnie's/April/Sunset Burgendy — ASCAP) 69
Just An Illusion (MCA — ASCAP) 51
Just Be Yourself (All Seeing Eye — BMI) 95
Keep On (Tromar/Huemar/Jewll — BMI 18
Let It Whip (Ujima/Macvacelec — ASCAP) 2
Let Me Go (Raydiola — ASCAP) 52
Lettin' It Loose (Rod Songs-PRS adm. by Almo — ASCAP) 61
Live It Up (Dramatica/Ron $Benko$ — BMI) 99
Looking Up (Almo—ASCAP/Irving/Meded—BMI) . 56
Love Changes (Theo Coff — BMI) 91
Love Has Found (Irving/Joe Gibbs — BMI) 85
Love Is In Control (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs — PRS Adm. By Almo — ASCAP) 46
Love Me Down (Almo/Jodaway — ASCAP) 38
Love You Madly (Grandma Roselee — BMI) 59
Make The Living (Gaetana/Ensign/Cechend —BMI) 33
Making Love (20th Century Fox Film/New Hidden Valley—ASCAP/Begonia Melodies/Fedore—BMI)94
Money's Too Tight (Stan/Flo — BMI) 96
Murphy's Jive Law (Barcam — BMI) 89
Murphy's Law (Hygroton/Lopressor-PRO/Peddie — BMI) 19
Nine Times (Might Three — BMI) 92
Old Fashioned Love (Chardex — BMI) 15
One Hello (20th Century-Fox — ASCAP) 60
On The Floor (Clita — BMI) 73
Outlaw (Far Out — ASCAP/Milwaukee — BMI) 35
Planet Rock (Shakin' Baker — BMI) 17
President's Rap (Marvin Gardens/Fer Out — ASCAP/Milwaukee — BMI) 68
She's Wrapped (Edwin Birdsong — ASCAP) 57
Shout For Joy (Murlos/Davahkee/Moving World/Hendshake — ASCAP) 84
Show Me (Silver Sounds/Spectrum VII — ASCAP) 53
Sittin' On (Irving — BMI) 27
So Fine (Duchess/Kashif — BMI) 58
Something About That (Spectrum VII/Circle L — ASCAP) 28
Soup For One (Chic — BMI) 11
Standing On The Top (Jobete/Stone City — ASCAP) 7
Still Water (Jobete/Stone Agate — ASCAP/BMI) .. 32
Straight From (Val-le Joe/Felster — BMI) 80
Street Corner (Nick-O-Val — ASCAP) 8
Take Some Time (Lucky Tree — BMI) 65
Taking (On The Boardwelk/Dat Richfield Ket — BMI/Songs Can Sing — ASCAP) 50
Thang (Funtown/Shindler/Mannish Kidd — BMI) .. 67
Thanks (Amber Pass/Darryl Payne/Eric Matthew/Keith Diamond — BMI) 39
The Other Woman (Raydiola — ASCAP) 16
The Real Deal (April/Bovina — ASCAP) 37
The Very Best (Little Macho/Different Strokes/GS Euro-America — ASCAP) 25
Too Late (Junior/Sam — PRS) 13
Try Jah Love (Jobete/Black Bull — ASCAP) 100
We Go A Long Way (Triple Three — BMI) 4
We Got The Groove 90
When You Touch (Aligator — ASCAP) 74
Why Can't We Live (Sherlyn — BMI) 82
Wide Shot (We Are Starbound/Burnt Out — BMI) . 63
Work That Body (Songs Of Manhattan Island/Olga/Ray-Han/Koppelman-Bandler/Rossville—BMI) 36
You're #1 (Gratitude Sky—ASCAP/Irving/Ink/Baby Shoes — BMI) 24
Your Man (Malaco/Bill Lowery — BMI) 75

MOST ADDED SINGLES

1. **LOVE IS IN CONTROL — (FINGER ON THE TRIGGER) — DONNA SUMMER — GEFFEN**
   OK100, KDKO, WLOU, WDAS-FM, WTLC, KATZ, WAIL, WRKS, KGFJ, KSOL, WENZ, KPRS, WGPR-FM, WAMO, WPAL, WGCI, WWDM, WGIV, WDAO, WWIN, V103, WJLB, WILD, WUFO, WEDR, WWRL, WBMX, WATV, WDIA,WIGO, WCIN, WRBD
2. **JUMP TO IT — ARETHA FRANKLIN — ARISTA**
   WAIL, WRKS, KGFJ, KSOL, WYLD-FM, WJMO, WPAL, KATZ, WWDM, WGIV, WDAO, V103, WJLB, WEDR, WTLC, WWRL, WIGO, WCIN, WRBD, WAWA, WLUM
3. **SHOUT FOR JOY — DUNN & BRUCE STREET — DEVAKI/MIRUS**
   WNHC, WAMO, WWRL, WATV, WAWA, WLUM, KDAY, WDAS-FM, WTLC, WYLD-FM, KACE, WGCI, WDAO, WCIN, WLOU
4. **MURPHY'S JIVE LAW — THE MURPHYS — VENTURE**
   WDIA, WLLE, WEDR, WTLC, WWDM, WOKB, WRBD,WEAL, KGFJ, KPRS, WTLC, WDAS-FM.
5. **SO FINE — HOWARD JOHNSON — A&M**
   WENZ, KPRS, KACE, WLLE, V103, WDAS-FM, WILD, WTLC, WWRL, WCIN, WLUM

MOST ADDED ALBUMS

1. **AS WE SPEAK — DAVID SANBORN — WARNER BROS.**
   WYLD-FM, KMJQ, WAMO, KATZ, WGCI, WWDM, WGIV, WUFO
2. **INSTANT LOVE — CHERYL LYNN — COLUMBIA**
   OK100, WYLD-FM, KPRS, KACE, WGIV, WDAO, WWIN
3. **WE GO A LONG WAY BACK — BLOODSTONE — T-NECK/CBS**
   KACE, WDAO, WDAS-FM, WTLC

UP AND COMING

ALL THE WAY — JERRY BUTLER — FOUNTAIN

SECONDS — JACKIE MOORE & WILSON PICKETT — CATAWBA

LAST NIGHT — STEPHANIE MILLS — CASABLANCA/POLYGRAM

WHY CAN'T WE LIVE TOGETHER — MIKE ANTHONY — SUNNYVIEW

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — DAZZ BAND
HOTS: One Way, Bloodstone, Gap Band, J. Holliday, P. McCartney, Reddings, War, D. Williams, R. James, J. Osborne, Soul Sonic Force, Chic, S. Wonder, S. Robinson, Sister Sledge, P. Rushen, Cameo, Temptations, R. Parker,Ashford & Simpson. ADDS: S. Miller, A. Franklin, H. Lewis, Skyy, Sequence, H. Johnson, Pointer Sisters, Eye To Eye, Shalamar, Dayton, J. Moore & W. Pickett, Bohannon, D. Moore, D. Summer. LP ADDS: Queen, R. Flack, R. Crawford.

WIGO — ATLANTA — QUINCY JASON, PD — #1 — SOUL SONIC FORCE
HOTS: War, Gap Band, Temptations, J. Osborne, "D" Train, R. James, P. McCartney, J. Holliday, S. Wonder, One Way. ADDS: D. Summer, Imagination, S. Mills, Dayton, A. Franklin, Fatback. LP ADDS: Dramatics.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — DAZZ BAND
HOTS: Isley Brothers, Peech Boys, D. McDonald, Gap Band, S. Wonder, Sinnamon, J. Osborne, Third World, Bloodstone, S. Robinson, B.B.C.S.&A., Human League, Reddings, Stylistics, P. Rushen, O'Bryan, "Dreamgirls," "D" Train, Chic, R. James. ADDS: Aurra, H. Hancock, High Inergy, D. Summer, Cerrone, C. Dawson, Change. LP ADDS: M. Wycoff, C. Lynn.

WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — DAZZ BAND
JUMPS: 8 To 2 — One Way, 24 To 8 — Bloodstone, 18 To 10 — Junior, 19 To 11 — Sister Sledge, 25 To 20 — S. Wonder, 30 To 22 — Whispers, Ex To 28 — Atlantic Starr, Ex To 29 — Chic, Ex To 30 — Reddings. ADDS: R. Parker, Cameo, D. Summer, J. Moore & W. Pickett, H. Johnson, Isley Brothers, Imagination, Dayton. LP ADDS: Kid Creole & The Coconuts, B. Always, P. McCartney, Revelation.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — SOUL SONIC FORCE
HOTS: Shotgun, Gap Band, Ashford & Simpson, J. Osborne, Temptations, Junior, "D" Train, L. Graham, R.J.'s Latest Arrival, Skyy, One Way, Felix & Jarvis, O'Bryan, Cameo, "Dreamgirls," Ritchie Family, R. Dyson, Sequence, Atlantic Starr, S. Wonder, Sister Siege. ADDS: Sugar Hill Gang, D. Summer, B. Preston, J. Carn, Shock, M. Watson, Third World, B.T. Express, Rose Royce, Starpoint, Shalamar, Mighty Fire, A. Franklin. LP ADDS: Power, Search.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — GAP BAND
HOTS: Dazz Band, Bloodstone, ZZ Hill, Ashford & Simpson, Con Funk Shun, Temptations, D. Williams, P. Rushen, Lakeside, Sinnamon, St. Tropez, S. Wonder, Junior, Chic, Imagination, "D" Train, Kid Creole & The Coconuts, Peech Boys. ADDS: B. Collins, D. Summer, Felix & Jarvis, M. Wycoff, J. Carn, Fatback. LP ADDS: Taste Of Honey, J. Osborne.

WGCI — CHICAGO — PAM WELLES, PD — #1 — JUNIOR
HOTS: Heatwave, St. Tropez, Dazz Band, Sinnamon, S. Wonder, Atlantic Starr, R. James, J. Osborne, "Dreamgirls." ADDS: Dramatics, L.J. Reynolds, D. Summer, Deodato. LP ADDS: Superior Movement, B. Bland, D. Sanborn.

WCIN — CINCINNATI — EVERETT CORK, PD — #1 — TEMPTATIONS
HOTS: M. Walden, J. Osborne, Gap Band, R. James, Junior, One Way, Reddings, Whispers, L. Graham, Chic, S. Wonder, J. Holliday. ADDS: H. Johnson, B. Collins, A. Franklin, Shalamar, D. Summer, Skyy.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — BLOODSTONE
HOTS: Ashford & Simpson, Gap Band, R.J.'s Latest Arrivel, S. Robinson, J. Osborne, Junior, Temptations, E. Birdsong, Whispers. ADDS: War, Aurra, R. Fields, Illusion, A. Franklin, ZZ Hill.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — GAP BAND
HOTS: R. James, Bloodstone, J. Osborne, Felix & Jarvis, Sinnamon, Soul Sonic Force, Cybratron, H. Johnson, Sequence, Plush. ADDS: Taste Of Honey, J. Butler, J. Carn, T-Connection, Legacy, Isley Brothers, Peech Boys, M. Wycoff, D. Summer, M. Anthony. LP ADDS: Klique, Heatwave, Quick.

WJLB — DETROIT — JOHN EDWARDS, PD — #1 — DAZZ BAND
HOTS: Ashford & Simpson, ZZ Hill, Ritchie Family, M. Wycoff, Junior, McCrarys, Bloodstone, Skyy, S. Wonder, Chic, Q. Jones, R. James, J. Osborne, Soul Sonic Force, H. Johnson, Odyssey, Temptations, Gap Band, "D" Train, D. Williams. ADDS: A. Franklin, D. Summer, Salsoul Orchestra.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — SOUL SONIC FORCE
JUMPS: 6 To 3 — J. Osborne, 7 To 4 — R. Dyson, 11 To 5 — Ashford & Simpson, 12 To 6 — Whispers, 13 To 7 — O'Bryan, 14 To 10 — Sister Sledge, 20 To 11 — High Fashion, 21 To 12 — One Way, 22 To 19 — D. Moore, 27 To 22 — C. Lucas, 30 To 21 — Coffee, 32 To 22 — "D" Train, 34 To 23 — Sinnamon, 35 To 24 — War, 38 To 25 — C. Lynn, 39 To 26 — Reddings, 37 To 27 — Murphy's, 48 To 28 — Junior, 36 To 29 — Mass Production, 45 To 30 — R. Little, Ex To 32 — High Inergy, 47 To 33 — Imagination, Ex To 34 — Level 42, Ex To 35 — Deodato, Ex To 36 — Felix & Jarvis, Ex To 37 — Cameo, 50 To 38 — Sequence, 43 To 39 — M. Wycoff, Ex To 40 — R. Parker, Ex To 41 — H. Johnson, Ex To 42 — Candela, Ex To 43 — B.B. King, Ex To 44 — Odyssey, Ex To 45 — E. Birdsong, Ex To 46 — Shades Of Love, Ex To 47 — T-Connection. ADDS: L.J. Reynolds, A. Franklin, M. Anthony, Isley Brothers, Pleasure, J.P. Rogers, D. Summer, J. Carr, Videeo, Collage, Fatback. LP ADDS: L.A. Connection, C. Lucas. Crusaders, Kid Creole & The Coconuts, Heatwave.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — GAP BAND
JUMPS: 9 To 2 — Soul Sonic Force, 8 To 3 — Secret Weapon, 16 To 12 — Cameo, 21 To 13 — "Dreamgirls," 19 To 14 — Ashford & Simpson, 23 To 17 — Brass Construction, 30 To 26 — ZZ Hill, 28 To 24 — Imagination, 32 To 28 — D. Williams, Ex To 37 — Cameo, Ex To 40 — Junior. ADDS: Felix & Jarvis, High Fashion, Sugar Hill Gang, Cerrone. LP ADDS: B. James, M. Tyner, Pieces Of A Dream, B. Humphrey, D. Sanborn, Gap Band.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — BLOODSTONE
HOTS: One Way, R.J.'s Latest Arrival, M. Walden, Whispers, Dramatics, Felix & Jarvis, F. Grace & Rhinstone, Thompson Twins, G. Chandler, Sister Sledge, R. James, J. Osborne, L. Graham, Chic, S. Brown, High Fashion, Klas, Junior, Murphy's, Heatwave. ADDS: H. Johnson, Imagination, A. Franklin. LP ADDS: L. Graham, Power, Search, Magic Lady, Q. Jones, Latimore, Bloodstone.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — P. RUSHEN
JUMPS: 20 To 17 — M. Walden, 21 To 18 — R. James, 22 To 19 — High Fashion, 24 To 21 — D. Brown, 28 To 22 — Superior Movement, 29 To 23 — L. Graham, 30 To 24 — G. Chandler, 31 To 25 — Klique, 34 To 25 Atlantic Starr, 35 To 27 — H. Johnson, 36 To 28 — Reddings, 37 To 29 — A. Edwards, 38 To 30 — "D" Train, Ex To 31 — Candela, Ex To 32 — S. Woods, Ex To 33 — Heatwave, Ex To 34 — Videeo, Ex To 37 — S. Wonder, Ex To 38 — J. Butler, Ex To 39 — G. Duke, Ex To 40 — "Dreamgirls." ADDS: Fatback, D. Summer, O'Jays, H. Hancock, Chic, M.&B. Sutton, R. Crawford, Sugar Hill Gang.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — R. JAMES
HOTS: J. Osborne, S. Wonder, Lakeside, L. Graham, Whispers, P. McCartney, Queen, A. Edwards, "Dreamgirls." ADDS: L. Smith, M. Clayton, H. Hancock, C. Lucas, C. Jankel, Pleasure, Isley Brothers, Magic Lady, Cameo. LP ADDS: Crusaders, B.B. King.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — J. OSBORNE
HOTS: Change, Gap Band, J. Osborne, Atlantic Starr, High Fashion, Lakeside, R. James, S. Wonder, P. McCartney. ADDS: D. Summer, C. Lucas, A. Franklin, Aurra, S. Mills, Magic Lady, C. Staton. LP ADDS: R. Flack, L. Rawls, Gap Band, R. Crawford, M. & B. Sutton.

WDIA — MEMPHIS — CARL CONNER, PD
HOTS: Dazz Band, Gap Band, J. Osborne, Atlantic Starr, R. James, Soul Sonic Force, Temptations, Cameo, S. Wonder, Ashford & Simpson, Sister Sledge, Valentine Brothers. ADDS: Dayton, D. Summer, Hall & Oates, High Inergy, O'Jays, Skyy, Murphy's, War. LP ADDS: Latimore.

WEDR — MIAMI — GEORGE JONES, PD — #1 — GAP BAND
HOTS: P. Rushen, O'Jays, Change, Ashford & Simpson, L. Graham, Temptations, F. Grace & Rhinstone, Junior, R.J.'s Latest Arrival, R. James, L. Jordan, Ritchie Family, One Way, O'Bryan, Valentine Brothers, J. Osborne, E. Birdsong, Trauma, War, Whispers. ADDS: J. Moore & W. Pickett, Sequence, J. Carr, "Dreamgirls," Pleasure, Dayton, Fatback Band, McCrarys. LP ADDS: M. & B. Sutton, R. Crawford, L. Graham, Heatwave. ADDS: B. Summers, Legacy, Felix & Jarvis, F. Rae, C. Dawson, D. Summer, Aurra, Skyy, A. Franklin.

WAWA — MILWAUKEE — JIMMY GOODTYME, PD — #1 — DAZZ BAND
HOTS: Temptations, Gap Band, Bloodstone, D. Williams, One Way, Secret Weapon, P. Rushen, J. Osborne, Ashford & Simpson, R. James, Junior, Chic, Brass Construction. ADDS: Sinnamon, O'Bryan, Dayton, Dunn & Bruce Street, A. Franklin, St. Tropez.

WLUM — MILWAUKEE — JIMMY GOODTYME, MD — #1 — DAZZ BAND
HOTS: D. Williams, R. Parker, P. McCartney, Bloodstone, Chic, One Way, S. Wonder, R. James, Ashford & Simpson, Temptations, R. Flack, J. Osborne, Whispers, High Inergy, S. Robinson. ADDS: A. Franklin, H. Johnson, Isley Brothers, Dunn & Bruce Street, Cameo, D. Summer, Sadane.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — GAP BAND
HOTS: S. Wonder, Chic, J. Osborne, "D" Train, One Way, P. Rushen, B. Caldwell, Queen, Ashford & Simpson, Cameo, Dazz Band, Soul Sonic Force, Sequence, Thompson Twins, H. Lewis, R. Little, "Time Bandits," Hall & Oates, Reddings, R. Parker. ADDS: Journey, D. Summer, E. Birdsong, C. Lucas, A. Franklin, O'Bryan, Men At Work. LP ADDS: R. James.

WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — J. OSBORNE
HOTS: Ashford & Simpson, Dazz Band, Bloodstone, Temptations, Change, D. Brown, Chic, S. Robinson, Whispers, S. Wonder, Windjammer, Junior, P. McCartney, R. James, D. Williams, P. Rushen, O'Jays, D. Warwick, M. Wycoff, Reddings, O'Bryan, Atlantic Starr, "Dreamgirls," St. Tropez, Cheri, C. Lynn, Sister Sledge, "D" Train, R. Crawford, G. Chandler, C. Lucas, Odyssey, L. Smith/M. Clayton, B. Wright, B. Womack, R. Parker, M.&B. Sutton, R. Fields, War. ADDS: B. Always, J. Butler, Ritchie Family, C. Dawson, Shalamar, One Way, A. Franklin, McCrarys. LP ADDS: C. Lynn, B. Bland, D. Sanborn.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — SOUL SONIC FORCE
JUMPS: 5 To 2 — Imagination, 13 To 7 — Dazz Band, 14 To 11 — A. Clemmons, 20 To 14 — Junior, 28 To 24 — H. Johnson, Ex To 28 — ZZ Hill, Ex To 29 — "Dreamgirls," Ex To 30 — L. Taylor. ADDS: D. Summer, Legacy, A. Franklin, Salsoul Orchestra. LP ADDS: R. Flack, J. Osborne.

WWRL — NEW YORK — BOBBY JAY, MD — #1 — P. McCARTNEY
HOTS: Bloodstone, Temptations, Ashford & Simpson, Booker T., R. James, Gap Band, J. Osborne, Junior, J. Holliday, High Fashion, S. Wonder, D. Williams, Kid Creole & The Coconuts, Chic, Imagination, "D" Train. ADDS: A. Franklin, S. Mills, Pointer Sisters, D. Summer, St. Tropez, Dunn & Bruce Street, J. Moore & W. Pickett, H. Johnson, New Jersey Connection, B. Always, B.T. Express, A. Anthony, C. Dawson, One Way. LP ADDS: Live, O'Jays, H. Hancock, Collage, B. MacFadden, L.A. Connection, Crusaders.

WRAP — NORFOLK — JIMMY WILLIAMS, PD — #1 — S. WONDER
HOTS: One Way, R. Parker, Gap Band, R. James, L. Graham, Change, Ashford & Simpson, Temptations, Chic, J. Osborne, Bloodstone, Dazz Band, P. McCartney, Cheri, Junior, M. Walden, D. Williams, S. Robinson, P. Rushen. ADDS: Felix & Jarvis, Skyy, Trilark, Pointer Sisters, M. Anthony, B. Ocean, Plush.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — GAP BAND
HOTS: S. Wonder, "D" Train, Dazz Band, Temptations, P. McCartney, Chic, Sinnamon, J. Holliday, Odyssey, Ritchie Family, R. James, Soul Sonic Force, J. Osborne, Ashford & Simpson, One Way, Kid Creole & The Coconuts, Bloodstone, R. Crawford, War, Booker T. ADDS: G. & G. Miller, Sugar Hill Gang, K. Young, H. Hancock, H. Johnson, B. Preston, Third World, Legacy, L. Rawls. LP ADDS: Bloodstone.

WAMO — PITTSBURGH — J. C. FLOYD, PD — #1 — BLOODSTONE
JUMPS: 8 To 3 — Junior, 9 To 4 — S. Wonder, 13 To 6 — J. Osborne, 28 To 9 — Soul Sonic Force, 27 To 17 — "Dreamgirls," 22 To 19 — Valentine Brothers, 30 To 20 — C. Lucas, 34 To 24 — War, 29 To 26 — Lakeside, 31 To 27 — Whispers, 37 To 28 — Kid Creole & The Coconuts, 36 To 33 — Dayton, 38 To 24 — Plush, 40 To 35 — Cooper & Ross, 39 To 36 — R. Fields. ADDS: Cameo, Isley Brothers, D. Summer, Skyy, R. Parker, R. Dyson, Dunn & Bruce Street, Sadane, Sequence, St. Tropez, Pointer Sisters, Aurra. LP ADDS: D. Sanborn, M. & B. Sutton.

WLLE — RALEIGH — CHESTER DAVIS, PD — #1 — GAP BAND
HOTS: Dazz Band, R. James, Ashford & Simpson, S. Wonder, J. Osborne, One Way, "D" Train, Temptations, "Dreamgirls." ADDS: Isley Brothers, Dayton, E. Birdsong, H. Johnson, Fatback, Trauma, Murphy's, R. Fields, F. Rae, Jewel. LP ADDS: Mighty Fire, Stylistics.

KATZ — ST. LOUIS — A.J. KEMP, PD
HOTS: O.C. Smith, J. Butler, "Dreamgirls," St. Tropez, R. Crawford, S. Wonder, B. Womack, R. Parker. ADDS: A. Franklin, L. Rawls, H. Hancock, O'Jays, L. White, RG&B, J. Carn, S. Robinson. LP ADDS: D. Summer, D. Sanborn, S. Robinson, B.B. King, B. Bland, Crusaders, Deodato, Latimore, R. Ayers, J. McDuff, J. Carn, Temptations.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — BLOODSTONE
HOTS: Temptations, One Way, T-Connection, S. Wonder, P. McCartney, Ashford & Simpson, R. James, M. Walden, J. Osborne. ADDS: D. Summer, "Dreamgirls," A. Franklin, S. Mills.

OK100 — WASHINGTON, D.C. — JOHN TURK, MD
HOTS: L. Graham, Lakeside, "D" Train, One Way, Atlantic Starr, Sinnamon, Ritchie Family, Junior, J. Osborne, Candela, C. Lynn, Bloodstone, Collage, Chic, Imagination, D. Summer. ADDS: G. Chandler, Salsoul Orchestra, R. Parker, C. Dawson. LP ADDS: Dramatics, Gap Band, H. Hancock C. Lynn, J. Osborne.

Brazilian Industry Rebounding After Disastrous Sales Slump Of 1980-81

by Christopher Pickard

RIO DE JANEIRO — By the end of the '70s, the Brazilian record industry was doing very well. Sales were high, the nation ranked sixth overall in the world marketplace and there was a flurry of major label activity with WEA expanding operations, Ariola setting up and CBS restructuring . . . Then the crash came, and the market fell apart almost overnight.

No one has ever revealed the full figures of what the crash represented in terms of losses, but within the industry estimates ran as high as 50% of the market disappearing — far worse than anywhere else in the world. While the reasons for the slump were much the same as those in other countries — namely inflation, recession and related factors — they all seemed to come together at a time when an overwhelmingly powerful feeling that Brazil was economically doomed swept the nation.

The pit of the crash came around the end of 1980 and the beginning of 1981, when inflation hit around 120% and there was talk of the entire record industry going under. But the dark days did not last for long, and since the end of 1981, a general feeling of optimism has returned to the country.

For the record companies to survive in those troubled times, they had to restructure and cut themselves loose of the dead wood. In 1982, this means that there are now a series of new streamlined record companies that are working at a far greater level of efficiency than in the past.

CBS hit the recession in a period of reorganization, and through aggressive marketing, a tough stance in the market and an air of optimism that was not to be found at the other companies, CBS emerged as the major force in the industry. It has signed many new top names to an already impressive catalog, which included the #1 Brazilian seller, Roberto Carlos. CBS has consolidated its national position with big selling albums from Simone and Fagner, among others.

Ariola were not as lucky as CBS. It had just opened when the bubble burst, and at the height of the problems, it was thought that Ariola may go under. Instead, it chose to call on PolyGram for help and now has a new distribution and manufacturing deal with PolyGram after selling its factory.

At EMI, the company had to let a lot of its top names go to other companies as it was not in a position to match the large advances being offered. In compensation, EMI has seen success with the international roster from Queen, Rolling Stones, Kim Carnes and Paul McCartney, to name a few. It has also retained its position locally in the samba field, with such top names as Clara Nunes and Roberto Ribeiro.

PolyGram went the opposite way as EMI and consolidated its large national catalog, gaining success at many levels but notably with Gal Costa, Maria Bethania and Caetano Veloso. RCA has seen Joanna move up a league and become a major act, while internationally, ABBA has finally made the breakthrough in Brazil it had long been expected to.

WEA, as a semi-independent company in Brazil like Ariola, had a rough ride in the troubled times and looked as if it would close. But restructuring and a link with EMI for distribution and manufacturing has once again seen it become a market force, especially with artists of the caliber of Gilberto Gil, Cor de Som and Guilherme Arantes. On its international roster, Jimmy Cliff sells in excess of 100,000 copies per album.

Som Livre was never directly affected by the troubles as it is a subsidiary of the giant Globo organization. The record company has only a handful of local acts, most importantly Jorge Ben and Rita Lee, but it has a large turnover of compilation albums that it sells with heavy television marketing on TV Globo, and is rewarded usually with sales in excess of one million.

So where does this leave the Brazilian market today, and how should it be viewed from the outside?

First and foremost, the market has stablized and has recently shown a growth among the national artists. Many have gone gold, and quickly, showing that the record buyer is out there if he knows the product is available.

Basically the top Brazilian names are selling more records than at any time before and in a shorter period. International product has been more of a problem, as both radio stations and record companies look for a winning formula.

Brazil looks to be back on the road to becoming one of the world's major markets and will continue to grow in importance, especially with the problems that lie ahead for its neighbor Argentina, after the Falklands crisis. The market is here, but the companies are going to have to fight for it and promote more, especially the international repetoire.

Japan Retailers Call For End To Renting

TOKYO — A resolution to eradicate the record rental business and related unauthorized duplications of copyrighted music was adopted recently by the AARDJ, the Japanese association of record retailers. At a meeting held on the island of Kyushu, about 200 participants voted to formally request government officials and members of the Diet to amend the copyright laws to prohibit such unauthorized duplications. The organization also voted to develop a national campaign to stop the rental business.

INTERNATIONAL DATELINE

Australia

MELBOURNE — **Martin Erdman**, former A&R man at Festival Records in Sydney, has left the company to resurrect his DuMonde Records. The label has been dormant for about 10 years, but Erdman is now talking with Festival regarding a distribution deal. His first release could be a solo album by top Australian actor **John Waters**, who recently finished a two year run as lead male in Neil Simon's *They're Playing Our Song*.

When **Paul Russell**, MD of CBS Records in Australia, returned to New York a few months ago he was replaced by head of the New Zealand operation **John Macready**. Now Macready has gone — back to New Zealand to take up the spot of GM at Radio Hukari. At this stage, a replacement at CBS has not been named.

When **Elvis Costello** heard some demos of new songs by top Oz rockers **Mental As Anything**, he liked them so much he offered to produce the group's next single. Wasting no time, he was in Sydney's Albert studios within days, in between dates on his Oz tour, and the resultant single will be out in a week or two. Meanwhile, the Mentals' chart-topping single, "Too Many Times," from its long-charting LP "Cats And Dogs," is about to be released in . . . of all places . . . Iceland, under a deal with Steinar Records. And the group's LP is to be released in Canada soon on the A&M-distributed Solid Gold label. A deal for Northern America is still being hammered out.

Guitarist-songwriter **Iva Davies** of **Icehouse** is in L.A. with **Giorgio Moroder** sidekick **Keith Foulsey** (he wrote **Donna Summer**'s "Hot Stuff") mixing and overdubbing the next Icehouse LP. It'll be called "Primitive Man" and is due about the end of July. Davies plays most of the instruments on the LP, with a bit of help from a Linndrum and original band member **Michael Hoste**. When Icehouse hits the road to support the LP, there's likely to be a new line-up.

allan webster

Italy

MILAN — **Luigi Arduino**, previously international manager at Fonit Cetra, will be managing director of the company Carrere Italy — affiliated with the French group created by **Claude Carrere** — which will be distributed by CBS Dischi. Among the first releases of the label, formerly represented in Italy by Fonit Cetra, will be the single "Worlds" by **F.R. David** and a live album by the **Saxon**.

The Rockitalia festival, scheduled for New York in September (the final date will be Sept. 30), will see the **Talking Heads** as guest stars. Among the Italian artists attending the event will be **Antonello Venditti, Alberto Fortis, Loredana Berte, Franco Battiato, Rettore** and others.

Luigi Fedele, responsible for the music publishing department at Ariston, announced a large exploitation abroad for the Sanremo hit by **Piero Cassano**, "Non Arrenderti Mai." The song will be recorded in France by **Dave** on CBS label and in Sweden by **Hanne Krogh**, while in Great Britain, a sub-publishing agreement has been signed with Paper Music.

Peter Hammill, well-known as member of the English rock group **Van Der Graaf Generator**, opened two recording studios in Milan, oriented in professional recordings and video productions . . . **Giorgio Gaslini**, jazz composer and pianist, announced the signing of a distribution agreement for his own label Dischi della Quercia (previously distributed by CGD-Messaggerie Musicali) with I.R.D.

mario de luigi

Japan

TOKYO — The total sales of K.K. Discomate Records for the 15th term (March 21, 1981 to March 20, 1982) reached 2.2 billion yen ($9.7 million), 51% down from the previous term's total of 4.4 billion yen, according to the company. Breaking the total down by format, records accounted for 52% of the sales (1.2 billion yen), prerecorded tapes brought in 37% of the sales (826.4 million yen) and miscellaneous products generated the remaining 11%.

Apollon Musical Industries, Ltd. has contracted an exclusive agreement with classical label Pavane Records of Belgium, according to Apollon president **Misa Watanabe**. "We are very happy we are able to sell Pavane Records in Japan through this contract," said Watanabe.

Total sales revenues for Alfa Records for the fiscal year ended June 20 reached 5.1 billion yen ($21.3 million), a 27.2% drop from the previous year's total of 7.0 billion yen ($28.0 million). Records accounted for two-thirds of the total revenues with nearly 3.4 billion yen ($14.0 million), while prerecorded tapes brought in the remainder — over 1.7 billion yen ($7.2 million).

Meanwhile, Radio City Records experienced a 73% increase in revenues for the fiscal year ended March 20. For the year, Radio City earned sales revenues of 1.6 billion yen ($7.0 million), compared with 940 million yen ($3.9 million) generated the year before. Nearly 75% of the total was generated by records, with the remainder by pre-recorded tapes.

Finally, Upitel Industries reported increased revenues for the six months ended March 20. During that time, the firm's revenues reached nearly 2.4 billion yen ($10.0 million), 14% up over the previous six-month term and an increase of 41% over the same period last year. The records and tapes division accounted for 954.0 million yen ($4.0 million), up 31% from the previous six-month term and up 35% from the same period last year.

kozo otsuka

INTERNATIONAL BESTSELLERS

Italy

TOP TEN 45s

1 **Ebony And Ivory** — McCartney & Wonder — EMI/Capitol
2 ***Paradise*** — Phoebe Cates — CBS
3 **Just An Illusion** — Imagination — F1 Team
4 **Survival** — America — EMI/Capitol
5 **Harden My Heart** — Quarterflash — CBS/Geffen
6 **Messaggio** — Alice — EMI
7 **She's A Lady** — Richard Sanderson — PolyGram/Philips
8 **Celeste Nostalgia** — Riccardo Cocciante — RCA
9 **Lady Oscar** — I Cavalieri del Re — RCA
10 **Non Succedera Piu** — Claudia Mori — CGD/Clan

TOP TEN LPs

1 **Tug Of War** — Paul McCartney — EMI/Capitol
2 **La Voce Del Padrone** — Franco Battiato — EMI
3 **Palasport** — Pooh — CGD
4 **Cocciante** — Riccardo Cocciante — RCA
5 **Body Talk** — Imagination — F1 Team
6 **The Concert In Central Park** — Simon & Garfunkel — CBS/Geffen
7 **Sotto La Pioggia** — Antonello Venditti — Sotto La Pioggia
8 **Bollettino Del Naviganti** — Gianni Togni — CGD/Paradiso
9 **Hot Space** — Queen — EMI
10 **Guarda Chi Si Vede** — Ron — Spaghetti

—Musica e Dischi

Japan

Top Ten 45s

1 **Seibotachi No Rarabye** — Hiromi Iwazaki — Victor
2 **Nagisa No Balcony** — Seiko Matsuda — CBS/Sony
3 **Harajuku Kiss** — Toshihiko Tawara — Canyon
4 **Otoko No Kunsho** — Daisuke Shima — King
5 **Silhouette Romance** — Junko Ohashi — Nippon Phonogram
6 **Omae Ni Check In** — Kenji Sawada — Polydor
7 **Sekidokomachi Dokki** — Kumiko Yamashita — Nippon Columbia
8 **Kitasakaba** — Takashi Hosokawa — Nippon Columbia
9 **Yuwaku** — Miyuki Nakajima — Canyon
10 **Amaku Kikenna Kaori** — Tatsuro Yamashita — RVC

Top Ten LPs

1 **Pineapple** — Seiko Matsuda — CBS/Sony
2 **Oolnaru Alyo Yumeyo** — Chiharu Matsuyama — News
3 **Tug Of War** — Paul McCartney — Toshiba/EMI
4 **Kansulgyo** — Miyuki Nakahima — Canyon
5 **Niagara Triangle, vol. 2** — CBS/Sony
6 **Someday** — Motoharu Sano — Epic/Sony
7 **Dakishimete Only You** — Kumiko Yamashita — Nippon Columbia
8 **Biography II** — Takao Kisugi — Kitty
9 **For You** — Tatsuro Yamashita — RVC
10 **Shojo** — Chiemi Hori — Canyon

Cash Box of Japan

United Kingdom

TOP TEN 45s

1 **Torch** — Soft Cell — Some Bizzare
2 **Goody Two Shoes** — Adam Ant — CBS
3 **I Am A Wonderful Thing** — Creole & The Coconuts — Ze
4 **I've Never Been To Me** — Charlene — Motown
5 **The Look Of Love** — ABC — Neutron
6 **Hungry Like The Wolf** — Duran Duran — EMI
7 **Work That Body** — Diana Ross — Capitol
8 **We Take Mystery (To Bed)** — Gary Numan — Beggar's Banquet
9 **House Of Fun** — Madness — Stiff
10 **Inside Out** — Odyssey — RCA

TOP TEN LPs

1 **Avalon** — Roxy Music — Polydor
2 **Three Sides Live** — Genesis — Charisma
3 **Complete Madness** — Madness — Stiff
4 **Rio** — Duran Duran — EMI
5 **Still Life** — The Rolling Stones — Rolling Stones
6 **Night Birds** — Shakatak — Polydor
7 **Stevie Wonder's Original Musiquarium I** — Motown
8 **Tropical Gangsters** — Kid Creole & The Coconuts — Ze
9 **Combat Rock** — The Clash — CBS
10 **The Hunter** — Blondie — Chrysalis

— Melody Maker

SURVIVOR III *— Scotti Brothers recording act Survivor recently completed its third album, "Eye Of The Tiger." The album's title track serves as the theme song for the new movie* Rocky III, *and is also the first single. Shown admiring this LP are (l-r): Larry Douglas, vice president, marketing, Epic/Portrait/CBS Associated Labels, West Coast; Frankie Sullivan, Marc Droubay and Jim Peterick, of the group; and Tony Scotti, chairman, Scotti Brothers Entertainment Industries.*

I.R.S. Bows Cassette Single

(continued from page 7)

Go's have a very large teenage audience and the songs are about vacation and the beach."

Grasso added that I.R.S. sales director Barbara Bolan surveyed a number of retail accounts across the nation and the response was encouraging enough to begin the Cassingle's test marketing phase.

The group eagerly consented to having its single used in the test. "They've been just as curious as us to see if it will work," noted Grasso. Producer Richard Gottehrer then returned to the studio to prepare a special mix for the "Vacation" Cassingle.

"He boosted the bass level, among other things, since the bass response of most personal cassette players is quite a bit less than most home systems," Grasso pointed out. (Gottehrer, however, is not the first producer to prepare a special cassette mix with the personal cassette player in mind. Most recently, avant garde musician Philip Glass did it for the cassette version of his CBS release "Glassworks.")

The finished commercial Cassingle incorporates the full graphics of the 45, in addition to lyrics on the inside flap of the package. To avoid consumer confusion, the cassette is clearly identified as a trademarked Cassingle at the top of the package and the I.R.S. man logo is encompassed by a personal headphone graphic, which Grasso stated will be incorporated into all subsequent I.R.S. cassette releases.

Since it is still in the testing stages, I.R.S. hasn't yet set up a full-scale merchandising campaign, but Grasso said that the label will be watching the results of the Cassingle's performance in Atlanta carefully to determine future plans.

Advertising Push

"Other than the Cassingle itself, there are no merchandising aids and there isn't even a category for our sales people to go on," he explained. "All advertising is being tagged 'also available as a special cassette single,' of course, but at this point we have no displays or anything like that.

"As for promotions, we're putting them together at this moment, talking about Walkman giveaways and things like that. The Cassingle, you see, is just the start of a larger plan I.R.S. has in mind for cassette product. Three-track singles and cassette EPs, which have already been tried, are among some of the things that we're seriously considering. For the moment, though, we're just watching the Go-Go's Cassingle to see how it does."

White House Avoids Home Taping Issue

(continued from page 12)

ney Frank, D-Mass); let equipment and tape manufacturers increase the price of their product to account for a royalty fee, just as department stores do to make up losses from shoplifting (Rep. Sawyer); establish a collection and distribution system outside the federal government (Rep. M. Caldwell Bulter, R-Va.).

Several committee members noted that they were more impressed with the "incipient disaster" for the recording industry from home recording of records than the impact of video taping. Ladd noted that "the evidence is strong" that the impact of home recording on the sound record industry has been "very substantial." Others noted that the record industry is losing $1 billion annually in sales from home taping.

The subcommittee, which is headed by Rep. Robert W. Kastenmeier (D-Wisc.), is considering various bills that would remove home taping for personal use from copyright infringement and H.R. 5705, by Rep. Don Edwards (D-Calif.), that would require the CRT to establish a royalty fee to be paid by recording equipment and blank tape manufacturers. Similar legislation was considered by the Senate Judiciary Committee last April, with provisions similar to that of the Edwards' proposal submitted by Sen. Charles Mathias (R.-Md.).

The House subcommittee conducted hearings on the various bills earlier this year in Los Angeles to collect testimony from various representatives of the motion picture, television and recording industries.

CRYSTAL CARLOS *— CBS Records International (CRI) recording artist Roberto Carlos recently won a Crystal Globe award for album sales of five million units outside his native Brazil. Pictured at a New York reception honoring Carlos are (l-r): Al Teller, senior vice president/general manager, Columbia Records; Joe Senikewicz, vice president, international artist development and promotion, CRI; Ron Chaimowitz, vice president/general manager, Discos CBS International; Carlos; Dick Asher, deputy president/chief operating officer, CBS Records Group; and Bunny Freidus, vice president, creative operations, CRI.*

Established Acts Head Third Quarter Album Release Lists

(continued from page 21)

and a new album by Snuff will appear in July, as will a two-record soundtrack for the movie *Fast Times At Ridgemont High*, which features music from Jackson Browne and other sources. In August comes Shoes' self-produced "Boomerang," Johnny Lee's "Shot Full Of Love," John O'Banion's "Close-Up," Conway Twitty's "Conway's #1 Classics, Vol. 1," Klymaxx' "Girls Will Be Girls," Jesse Colin Young's "The Perfect Stranger" and sets from Eddie Rabbitt, Dynasty and David Lindley. Gospel albums on Light Records include titles by Andrae Crouch, The Archers and Reba Rambo & Dony McGuire. The next set of Musician jazz releases are also slated for August or September and feature titles by Joe Albany, Bill Evans ("The Last Concert In Paris"), Jimmy Smith and George Benson, Sphere, Chico Freeman, Material's Bill Laswell, Kevin Eubanks, Tom Scott and "Echoes Of An Era II — The Concert" featuring live performances by Nancy Wilson, Joe Henderson, Chick Corea, Stanley Clarke and Lenny White. A September release schedule is not yet available, but joining Ronstadt and Mitchell as possibilities is a Don Felder solo.

EMI America/Liberty

In July, Australian Crawl comes out with "Sons Of Beaches," Dayton has "Hot Funk," Bobby Womack has a greatest hits package, and Spys and Talk Talk have self-titled albums. August brings new titles by Kim Carnes, Michael Stanley Band, Our Daughter's Wedding and Gerry Rafferty; while September should see albums from Melba Moore, John Hall Band, Steve Van Zandt, Cliff Richard, Dottie West, Moses Tyson, Earl Klugh and Bob James and a *Tough Enough* soundtrack.

Epic/Portrait/ CBS Associated Labels

July E/P/A releases include Teddy Pendergrass' "This One's For You," Cerrone's "Back Track," Isley Brothers' "The Real Deal," Freddie Salem's "Cat Dance," Shooting Star's "Ill Wishes," Lou Rawls' "Now Is The Time," The Producers' "You Make The Heat," Stanley Clarke's "Let Me Know You," Merle Haggard & Willie Nelson's "Pancho And Lefty," and a Randy Meisner self-titled LP. Epic/Virgin will also re-release the XTC catalog, which includes "Black Sea," "Drums And Wires," "White Music" and "Go 2." August titles include Barry White's "Change," Billy Thorpe's "East Of Eden's Gate," Flash And The Pan's "Headlines," an album by Brick, the fourth volume of "The Lost Soul" series and the soundtrack to the television special *Garfield The Cat*, with Lou Rawls singing the title track. Tentative for September/October are new titles by Garland Jeffreys, K.C. & The Sunshine Band, Ricky Scaggs, Luther Vandross, Michael Jackson and Holly Beth Vincent sans Italians.

MCA

July releases at MCA include the Aussie band The Swingers with "Counting The Beat," Voice with "Talking Pictures," Kenny Nolan's "Head To Toe," the Alley Cats' "Escape From The Planet Earth," B.E. Taylor Group's Donnie Iris-produced "Innermission," Starguard's "Nine Lives," Oliver's "The Boss," Brenda Lee's "Greatest Country Hits" and Gene Watson's "This Dream's On Me." Aug. 6 brings new material from The Grass Roots in "Powers Of The Night," Steve Cropper's "Night After Night," Rufus with Chaka Khan's "Greatest Hits," One Way's vocalist Candye Edwards' "Candye" solo, and albums by The Fixx and Billy Katt. On Sept. 2, Catholic Girls debuts along with Cooper & Ross' "Bottom Line," Thrasher Brothers' "I've Got Country In My Soul," George Lindsay's "George 'Goober' Lindsay Goes To Town," Ed Bruce's "I Write It Down," Barbara Mandrell's gospel album, "He Set My Life To Music," and a new album from Loretta Lynn.

Motown

Motown albums scheduled so far include titles by Jermaine Jackson, The DeBarge Family, Billy Preston, Jose Feliciano, Stone City Band, Bobby Nunn, Eugene Van Buren, Syreeta, Smokey Robinson and Finis Henderson.

PolyGram

July releases include new albums from Stephanie Mills, Uriah Heap, ABC, Yarborough & Peebles and *The Pirate Movie* soundtrack. Other third quarter product includes Def Leppard, Four Tops, Kiss, Moody Blues, Johnny Van Zandt, Novo Combo, Ray, Goodman & Brown, Pat Travers, Tom Jones, George Burns, Barkays, Coney Hatch and Crown Heights Affair.

RCA

Slated for July RCA releases are a Robert Gordon compilation entitled "Too Fast To Live, Too Young To Die," Lisa Hartman's "Letterock," Perry Como's "Goodbye For Now," and titles by Southhampton Diet Plan, Buck's Fizz, Landscape, Peter Brown and Tane Cain. Coming out in August are titles by the Dillman Band, Robert Kraft, Bob Welch, Triumph and Rare Earth.

Warner Bros.

Scheduled for early July are Deodato's "Happy Hour," Karen Brooks' "Walk On" and Positive Noise' "Change Of Heart." On July 14, Nicolette Larson's "All Dressed Up And No Place To Go" will be released, as will Zapp's "II," Mark Sadane's "Exciting," Con Hunley's "Oh Girl," Klaus Ogerman/Michael Brecker's "Cityscape," the *Cats* original cast album, Soft Cell's "Non-Stop Ecstatic Dancing," and the following ECM jazz releases: Gary Peacock's "Voices From The Past Paradigm," David Darling's "Cycles," Mike Knock's "Ondas" and Paul Motian's "Psalm." The August release list includes the soundtracks to *Summer Lovers* and *Night Shift*, The Bellamy Brothers' "Greatest Hits," Chic Corea's "Touchstone," Jimi Hendrix' "Hendrix In Performance," T-Bone Burnett's "Trap Door," Sly & The Family Stone's "Ain't But The One Way," The Time's "What Time Is It?" and Alice Cooper's "Zipper Catches Skin." There should also be titles from Michael McDonald, Vanity 6, Preview, Peter Gabriel, Jack Mack & Heart Attack, Nikki Wills and a Montrose Jazz Festival album. Tentatives in August are albums by Donald Fagin and Michael Brewer, as well as a Black Sabbath double live album. In September, The Roches, Dire Straits, John McLaughlin, Chaka, The Yellow Jackets, Todd Rundgren, Kraftwerk, Devo and an Emmylou Harris live album are also tentatively scheduled.

TELLER VISITS McCARTNEY AT HOME *— On his recent 40th birthday, Columbia recording artist Paul McCartney (r) received a surprise visit at his London home from Al Teller, senior vice president/general manager, Columbia. Teller also congratulated McCartney on the success of his LP "Tug Of War."*

CASH BOX TOP 100 ALBUMS

July 3, 1982

			6/26	Weeks On Chart
1	**ASIA**	8.98 (Geffen SHS 2008)	2	14
2	**TUG OF WAR**	— PAUL McCARTNEY (Columbia TC 37462)	1	8
3	**STEVIE WONDER'S ORIGINAL MUSIQUARIUM I**	13.98 STEVIE WONDER (Tamla/Motown 6002TL2)	3	6
4	**ALWAYS ON MY MIND**	— WILLIE NELSON (Columbia FC 37951)	5	16
5	**DARE**	6.98 THE HUMAN LEAGUE (Virgin/A&M SP-6-4892)	6	19
6	**DIVER DOWN**	8.98 VAN HALEN (Warner Bros. BSK 3677)	4	9
7	**STILL LIFE (AMERICAN CONCERT 1981)**	9.98 THE ROLLING STONES (Rolling Stones/Atco COC 39113)	37	2
8	**IV**	— TOTO (Columbia FC 37728)	9	12
9	**SUCCESS HASN'T SPOILED ME YET**	8.98 RICK SPRINGFIELD (RCA AFL 1-4125)	7	15
10	**GET LUCKY**	— LOVERBOY (Columbia FC 37638)	10	34
11	**THROWIN' DOWN**	8.98 RICK JAMES (Gordy/Motown 6005GL)	12	5
12	**SPECIAL FORCES**	8.98 .38 SPECIAL (A&M SP-4888)	13	6
13	**AMERICAN FOOL**	8.98 JOHN COUGAR (Riva/PolyGram RVL 7501)	16	10
14	**CHARIOTS OF FIRE**	8.98 ORIGINAL SOUNDTPACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	11	38
15	**HOT SPACE**	8.98 QUEEN (Elektra E1-60128)	8	6
16	**GAP BAND IV**	8.98 THE GAP BAND (Total Experience/PolyGram TE-1-3001)	25	4
17	**KEEP IT LIVE**	8.98 DAZZ BAND (Motown 6004ML)	18	16
18	**FREEZE-FRAME**	8.98 THE J. GEILS BAND (EMI America SOO-17062)	15	34
19	**THE OTHER WOMAN**	8.98 RAY PARKER, JR. (Arista AL 9590)	14	12
20	**QUIET LIES**	8.98 JUICE NEWTON (Capitol ST-12210)	22	6
21	**ESCAPE**	— JOURNEY (Columbia TC 37408)	21	48
22	**VINYL CONFESSIONS**	— KANSAS (Kirshner/CBS FZ 38002)	30	4
23	**MOUNTAIN MUSIC**	8.98 ALABAMA (RCA AHL1-4229)	23	17
24	**PRIVATE AUDITION**	— HEART (Epic FE 38049)	28	4
25	**ALL FOR ONE**	8.98 THE MOTELS (Capitol ST-12177)	27	10
26	**STRAIGHT FROM THE HEART**	8.98 PATRICE RUSHEN (Elektra E1-60015)	26	11
27	**I LOVE ROCK 'N ROLL**	8.98 JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243)	17	30
28	**ALDO NOVA**	— (Portrait/CBS ARR 37498)	19	20
29	**DREAMGIRLS**	8.98 ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	32	8
30	**JUMP UP!**	8.98 ELTON JOHN (Geffen GHS 2013)	29	9
31	**EYE IN THE SKY**	8.98 THE ALAN PARSONS PROJECT (Arista AL 9599)	45	3
32	**BEAUTY AND THE BEAT**	8.98 THE GO-GO'S (I.R.S./A&M SP 70021)	20	49
33	**BLACKOUT**	8.98 SCORPIONS (Marcury/PolyGram SRM-1-4039)	31	15
34	**ONE ON ONE**	— CHEAP TRICK (Epic FE 38021)	34	6
35	**ANNIE**	— ORIGINAL SOUNDTRACK (Columbia JS 38000)	38	7
36	**NOW AND FOREVER**	8.98 AIR SUPPLY (Arista AL 9587)	54	3
37	**STREET OPERA**	8.98 ASHFORD & SIMPSON (Capitol ST-12207)	42	6
38	**REACH**	10.98 RICHARD SIMMONS (Elektra E1-60122F)	48	5
39	**NON-STOP EROTIC CABARET**	8.98 SOFT CELL (Sire SRK 3647)	40	24
40	**STRAIGHT BETWEEN THE EYES**	8.98 RAINBOW (Marcury/PolyGram SRM-1-4041)	24	10
41	**THREE SIDES LIVE**	10.98 GENESIS (Atlantic SD 2-2000)	76	2
42	**HOOKED ON CLASSICS**	8.98 LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194)	44	33
43	**GHOST IN THE MACHINE**	8.98 THE POLICE (A&M SP-3730)	36	37
44	**12 GREATEST HITS VOL. II**	— NEIL DIAMOND (Columbia TC 38066)	52	6
45	**OFFRAMP**	8.98 PAT METHENY GROUP (ECM-11216)	47	7
46	**COMBAT ROCK**	— THE CLASH (Epic FE 37689)	56	4
47	**SWEETS FROM A STRANGER**	8.98 SQUEEZE (A&M SP-4899)	50	6
48	**NIECY**	— DENIECE WILLIAMS (ARC/Columbia FC 37952)	33	12
49	**SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH**	— FRANK ZAPPA (Barking Pumpkin/CBS FW 38066)	61	6
50	**WHO'S FOOLIN' WHO**	8.98 ONE WAY (MCA-5279)	39	15
51	**THE HUNTER**	8.98 BLONDIE (Chrysalis CHR 1384)	59	3
52	**JANE FONDA'S WORKOUT RECORD**	— (Columbia CX2 38054)	58	6
53	**BELLA DONNA**	8.98 STEVIE NICKS (Modern/Atco MR 38-139)	43	47
54	**THE INNOCENT AGE**	— DAN FOGELBERG (Full Moon/Epic KE2 37393)	46	42
55	**HOOKED ON SWING**	8.98 LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343)	73	4
56	**4**	8.98 FOREIGNER (Atlantic SD 16999)	41	50
57	**WILD HEART OF THE YOUNG**	— KARLA BONOFF (Columbia FC 37444)	63	14
58	**REUNION**	8.98 THE TEMPTATIONS (Gordy/Motown 6008GL)	35	10
59	**THE CONCERT IN CENTRAL PARK**	14.98 SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654)	53	17
60	**EYE OF THE TIGER**	— SURVIVOR (Scotti Bros./CBS FZ 38062)	92	2
61	**PICTURE THIS**	8.98 HUEY LEWIS AND THE NEWS (Chrysalis CHR 1340)	65	19
62	**AVALON**	8.98 ROXY MUSIC (Warner Bros. 9 23666-1)	88	3
63	**ALLIGATOR WOMAN**	8.98 CAMEO (Chocolate City/PolyGram CCLP 2021)	57	13
64	**BRILLIANCE**	8.98 ATLANTIC STARR (A&M SP-4883)	51	15
65	**PELICAN WEST**	6.98 HAIRCUT 100 (Arista AL 6600)	67	13
66	**ABRACADABRA**	8.98 THE STEVE MILLER BAND (Capitol ST-12216)	88	2
67	**PHYSICAL**	8.98 OLIVIA NEWTON-JOHN (MCA-5229)	64	38
68	**FEELS SO RIGHT**	8.98 ALABAMA (RCA AHL 1-3930)	55	69
69	**BROADSWORD AND THE BEAST**	8.98 JETHRO TULL (Chrysalis CHR 1380)	62	11
70	**NO FUN ALOUD**	8.98 GLENN FREY (Asylum E1-60129)	81	3
71	**EXTRATERRESTRIAL LIVE**	— BLUE OYSTER CULT (Columbia KG 37946)	49	8
72	**MARSHALL CRENSHAW**	8.98 (Warner Bros. BSK 3673)	78	7
73	**AEROBIC SHAPE UP**	8.98 JOANIE GREGGAINS (Parada/Pater Pan 104)	71	12
74	**MY FAVORITE PERSON**	— THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	70	8
75	**IN BLACK AND WHITE**	8.98 BARBARA MANDRELL (MCA-5205)	83	7
76	**STANDING HAMPTON**	8.98 SAMMY HAGAR (Geffen GHS 2006)	60	24
77	**JEFFREY OSBORNE**	8.98 (A&M SP-4896)	97	3
78	**PAC-MAN FEVER**	— BUCKNER & GARCIA (Columbia XRC 37941)	74	18
79	**CHICAGO 16**	8.98 CHICAGO (Full Moon/Warner Bros. 9 23689-1)	104	3
80	**I'M THE ONE**	8.98 ROBERTA FLACK (Atlantic SD 19354)	87	3
81	**SOMETHING SPECIAL**	8.98 KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	72	38
82	**WALT DISNEY PRODUCTIONS' MOUSERCISE**	7.98 (Disneyland 62516)	85	18
83	**CHIPMUNK ROCK**	8.98 THE CHIPMUNKS (RCA AFL1-4303)	84	8
84	**THE DUDE**	8.98 QUINCY JONES (A&M SP-3721)	75	88
85	**ALL THE BEST COWBOYS HAVE CHINESE EYES**	8.98 PETE TOWNSHEND (Atco SD 38-149)	—	1
86	**DIARY OF A MADMAN**	— OZZY OSBOURNE (Jet/CBS FZ 37492)	77	33
87	**TUTONE 2**	— TOMMY TUTONE (Columbia ARC 37401)	66	22
88	**20 AEROBIC DANCE HITS**	8.98 MARCY MUIR (Parada/Pater Pan 101)	91	25
89	**I'VE NEVER BEEN TO ME**	8.98 CHARLENE (Motown 6009ML)	69	13
90	**ON THE LINE**	8.98 GARY U.S. BONDS (EMI America SO-17068)	111	2
91	**SHARING YOUR LOVE**	8.98 CHANGE (RFC/Atlantic SD 19342)	86	9
92	**TIME PIECES/THE BEST OF ERIC CLAPTON**	8.98 ERIC CLAPTON (RSO/PolyGram RX 1-3099)	94	4
93	**MISSING PERSONS**	4.98 (Capitol DLP-15001)	101	13
94	**SEASONS OF THE HEART**	8.98 JOHN DENVER (RCA AFL1-4256)	93	17
95	**TIME AND TIDE**	8.98 SPLIT ENZ (A&M SP-4894)	82	10
96	**OUTLAW**	8.98 WAR (RCA AFL1-4208)	98	17
97	**FRIENDS**	8.98 SHALAMAR (Solar/Elektra S-28)	80	20
98	**STEAMIN' HOT**	— THE REDDINGS (Ballava In A Dream/CBS FZ 37974)	106	8
99	**JI**	8.98 JUNIOR (Marcury/PolyGram SRM-1-4043)	96	10
100	**A FLOCK OF SEAGULLS**	6.98 (Jive/Arista VA 66000)	112	7

cash box top albums/ 101 to 200

July 3, 1982

		6/26	Weeks On Chart
101	**THE SLIDE AREA** 8.98 RY COODER (Warner Bros. BSK 3651)	102	5
102	**ROAD ISLAND** 8.98 AMBROSIA (Warner Bros. BSK 3638)	105	7
103	**YOU'VE GOT THE POWER** — THIRD WORLD (Columbia FC 37744)	89	16
104	**WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)** — WILLIE NELSON (Columbia KC237542)	107	42
105	**KIM WILDE** 8.98 (EMI America ST-17065)	117	8
106	**MEMORIES** — BARBRA STREISAND (Columbia TC 37678)	95	30
107	**ABACAB** 8.98 GENESIS (Atlantic SD 19313)	109	38
108	**THE NUMBER OF THE BEAST** 8.98 IRON MAIDEN (Harvest/Capitol ST-12202)	90	13
109	**D.E. 7TH** — DAVE EDMUNDS (Columbia FC 37930)	100	10
110	**SOONER OR LATER** 8.98 LARRY GRAHAM (Warner Bros. BSK 3668)	119	3
111	**BREAKIN' AWAY** 8.98 AL JARREAU (Warner Bros. BSK 3576)	116	46
112	**PRIVATE EYES** 8.98 DARYL HALL & JOHN OATES (RCA AFL1-4028)	110	42
113	**WINDSONG** 8.98 RANDY CRAWFORD (Warner Bros. 9 23687-1)	123	3
114	**BIG SCIENCE** 8.98 LAURIE ANDERSON (Warner Bros. BSK 3674)	114	9
115	**THE ONE GIVETH, THE COUNT TAKETH AWAY** 8.98 WILLIAM "BOOTSY" COLLINS (Warner Bros. BSK 3667)	113	7
116	**BEAT** 8.98 KING CRIMSON (Warner Bros. 1-23692)	—	1
117	**WORKING CLASS DOG** 8.98 RICK SPRINGFIELD (RCA AFL 1-3697)	118	66
118	**GREASE 2** 8.98 ORIGINAL SOUNDTRACK (RSO/PolyGram RS-1-3803)	143	3
119	**LITE ME UP** — HERBIE HANCOCK (Columbia FC 37928)	120	6
120	**"D" TRAIN** 8.98 (Prelude PRL 14105)	124	10
121	**INSIDE** 8.98 RONNIE MILSAP (RCA AHL1-4311)	151	2
122	**GREATEST HITS** 8.98 KENNY ROGERS (Liberty LOO-1072)	121	90
123	**FANDANGO** 8.98 HERB ALPERT (A&M SP-3731)	129	4
124	**SOMEWHERE IN THE STARS** — ROSANNE CASH (Columbia FC 37570)	134	2
125	**HOOKED ON BIG BANDS** 8.98 FRANK BARBER (Victory VIC 702)	127	5
126	**RIO** 8.98 DURAN DURAN (Harvest/Capitol ST-1211)	136	5
127	**THE LAST OF THE MOHICANS** 5.98 BOW WOW WOW (RCA CPL1-4314)	128	9
128	**WINDOWS** — THE CHARLIE DANIELS BAND (Epic FE 37694)	79	14
129	**E.T. THE EXTRATERRESTRIAL** 8.98 ORIGINAL SOUNDTRACK (MCA-6109)	148	2
130	**YOU COULD HAVE BEEN WITH ME** 8.98 SHEENA EASTON (EMI America SW-17061)	103	32
131	**LOVE IS WHERE YOU FIND IT** 8.98 THE WHISPERS (Soler/Elektra S-27)	133	25
132	**DROP THE BOMB** 8.98 TROUBLE FUNK (Suger Hill SH 266)	125	10
133	**LIVE ON THE SUNSET STRIP** 8.98 RICHARD PRYOR (Warner Bros. BSK 3660)	108	12
134	**HEY RICKY** 8.98 MELISSA MANCHESTER (Ariste AL 9574)	136	11
135	**WE WANT MILES** — MILES DAVIS (Columbia C2 38005)	126	8
136	**TATTOO YOU** 8.98 ROLLING STONES (Rolling Stone/Atco COC 16052)	140	43
137	**BUILT FOR SPEED** 8.98 STRAY CATS (EMI America ST-17070)	156	2
138	**QUARTERFLASH** 8.98 (Geffen GHS 2003)	131	37
139	**LONE RHINO** 8.98 ADRIAN BELEW (Island/Atco IL 9751)	—	1
140	**LADIES OF THE EIGHTIES** 8.98 A TASTE OF HONEY (Capitol ST-12173)	115	10
141	**KIHNTINUED** 8.98 GREG KIHN BAND (Beserkley/Elektra E1-60101)	99	13
142	**WAITIN' FOR THE SUN TO SHINE** — RICKY SKAGGS (Epic FE 37193)	155	6
143	**TURNED ON BROADWAY** 8.98 LUTHER HENDERSON conducting THE BROADWAY SYMPHONY ORCHESTRA (RCA AFL1-4327)	145	5
144	**BOBBIE SUE** 8.98 OAK RIDGE BOYS (MCA-5294)	139	20
145	**THE MONROES** 5.98 (Alfa AAE-15015)	150	4
146	**JUST ANOTHER DAY IN PARADISE** — BERTIE HIGGINS (Kat Family/CBS FZ 37901)	141	20
147	**TRUST ME** 8.98 JEAN CARN (Motown 6010ML)	162	2
148	**STREET SONGS** 8.98 RICK JAMES (Gordy/Motown G8-1002M1)	149	63
149	**ANOTHER GREY AREA** 8.98 GRAHAM PARKER (Arista AL 9589)	130	13
150	**ANGST IN MY PANTS** 8.98 SPARKS (Atlantic SD 19347)	154	8
151	**BELOW THE BELT** 8.98 FRANKE & THE KNOCKOUTS (Millennium/RCA BXL1-7763)	152	13
152	**HIGH NOTES** 8.98 HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	122	11
153	**SOUP FOR ONE** 8.98 ORIGINAL SOUNDTRACK (Mirage/Atco WTG 19353)	166	4
154	**ATTITUDES** 8.98 BRASS CONSTRUCTION (Liberty LT-51121)	146	10
155	**MR. LOOK SO GOOD** 8.98 RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249)	157	20
156	**JUICE** 8.98 JUICE NEWTON (Capitol ST-12136)	158	70
157	**FRIENDS IN LOVE** 8.98 DIONNE WARWICK (Arista AL 9585)	144	9
158	**I'LL DO MY BEST** 8.98 RITCHIE FAMILY (RCA AFL1-4323)	137	8
159	**AS WE SPEAK** 8.98 DAVID SANBORN (Warner Bros. 9 23650-1)	—	1
160	**THE JAZZ SINGER** 9.98 NEIL DIAMOND (Capitol SWAV-12120)	160	81
161	**WISE GUY** 8.98 KID CREOLE AND THE COCONUTS (Ze/Sire SRK 3681)	171	2
162	**THE DUKES OF HAZZARD** — VARIOUS ARTISTS (Scotti Bros./CBS FZ 37712)	153	12
163	**EYE TO EYE** 8.98 (Werner Bros. BSK 3570)	188	5
164	**OFFERING** 8.98 AXE (Atco SD 38-148)	175	2
165	**ANNE MURRAY'S GREATEST HITS** 8.98 (Capitol SOO-12110)	167	122
166	**THE ONE THAT YOU LOVE** 8.98 AIR SUPPLY (Ariste AL 9551)	172	56
167	**ROYAL JAM** 12.98 THE CRUSADERS (MCA 2-8017)	—	1
168	**IN CONCERT** — JANE OLIVOR (Columbia FC 37938)	165	8
169	**CURRENT** — HEATWAVE (Epic FE 38065)	—	1
170	**IT'S A FACT** 8.98 JEFF LORBER (Arista AL 9583)	170	15
171	**FAME** 8.98 ORIGINAL SOUNDTRACK (RSO/PolyGram RX1-3080)	173	23
172	**NUMBER ONES** 8.98 CONWAY TWITTY (MCA-5318)	174	3
173	**LIVE IT UP** — DAVID JOHANSEN (Blue Sky/CBS ARZ 38004)	—	1
174	**HAPPY TOGETHER** 8.98 ODYSSEY (RCA AFL1-4240)	182	2
175	**STRONG ARM OF THE LAW** — SAXON (Cerrere/CBS ARZ 37679)	177	3
176	**1982** — THE STYLISTICS (Philadelphia Int'l./CBS FZ 37955)	181	3
177	**ANIMATION** 8.98 JON ANDERSON (Atlantic SD 19355)	178	3
178	**ONE VICE AT A TIME** 8.98 KROKUS (Arista AL 9591)	159	22
179	**SHAKE IT UP** 8.98 THE CARS (Elektra 5E-567)	142	32
180	**GREEN LIGHT** 8.98 BONNIE RAITT (Warner Bros. BSK 3630)	161	18
181	**ON THE WAY TO THE SKY** — NEIL DIAMOND (Columbia TC 37628)	176	32
182	**TEN OUT OF TEN** 8.98 10CC (Warner Bros. BSK 3575)	186	3
183	**CAROL HENSEL'S EXERCISE & DANCE PROGRAM VOLUME 2** 8.98 (Vintage/Mirus VNI 7733)	179	29
184	**DOIN' ALRIGHT** 8.98 O'BRYAN (Capitol ST-12192)	193	15
185	**CONFIDENCE** 8.98 NARADA MICHAEL WALDEN (Atlantic SD 19351)	147	5
186	**CHRISTOPHER CROSS** 8.98 (Warner Bros. BSK 3383)	191	127
187	**CAT PEOPLE** 8.98 ORIGINAL SOUNDTRACK (Backstreet/MCA BSR-6107)	180	12
188	**DOWN HOME** 8.98 ZZ HILL (Malaco MAL 7406)	183	21
189	**ENGLISH SETTLEMENT** — XTC (Virgin/Epic ARE 37943)	164	16
190	**BLIZZARD OF OZZ** — OZZY OSBOURNE (Jet/CBS JZ 36812)	198	64
191	**DRY DREAMS** 8.98 THE JIM CARROLL BAND (Atco SD 38-145)	184	8
192	**THE NAME OF THIS BAND IS TALKING HEADS** 12.98 TALKING HEADS (Sire 2SR 3590)	169	12
193	**ADULT PHYSICAL FITNESS** 8.98 (Gateway GSLP 7611)	185	14
194	**TUCKERIZED** 8.98 THE MARSHALL TUCKER BAND (Warner Bros. BSK 3684)	135	5
195	**LUCIANO** 8.98 LUCIANO PAVAROTTI (London/PolyGram PAV2013)	187	12
196	**WHY DO FOOLS FALL IN LOVE?** 8.98 DIANA ROSS (RCA AFL1-4153)	196	35
197	**TIME EXPOSURE** 8.98 LITTLE RIVER BAND (Capitol ST-12163)	195	43
198	**CAROL HENSEL'S EXERCISE AND DANCE PROGRAM** 8.98 (Vintage/Mirus VNI 7713)	197	72
199	**MICKEY MOUSE DISCO** 4.98 (Disneyland 2504)	200	124
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NOTICE OF PUBLIC SALE OF COLLATERAL — A public sale of over 150 amusement, video and pinball games will be held on July 8, 1982 at 10:00 a.m. at 2301 West Pico Blvd., Los Angeles, California, by C.A. Robinson Co. Inspection of the games may be had at 9:00 a.m. Terms of sale: cash or cashier's check. Equipment to be sold include: 23 Asteroids, 10 Gelaxiens, 7 Gorfs, 13 Scramblers, Rockola jukeboxes, Stern Dracula, Bally Eightball, Phoenix, Stern Berzerk, Stern Wild Frye, Space invaders, Dolly Parton, Pokerino, Zarzon, Eightball, Demolition Derby and many more. Call for further details. Mr. Aeron 735-3001.

Smart Buying Boosts Specialty Stores

(continued from page 30)

records being played in clubs immediately, as well as obscure titles to maintain our reputation. Normally I'll take up to five copies of unknown product, then if I like it I reorder immediately. The problem is that independent distributors usually don't have large quantities either, as neither party can afford being stuck with stock."

The biggest problem for Hot Licks' Cameron is that import product is nonreturnable. "Most importers won't even let you return defective product," he stated.

Cameron also keeps his initial buys low, often stocking only a single copy just to have it on hand. Should a title take off, he has the same problem voiced by Bahlman, only it is amplified by his midwestern location. "You have to wait three-to-five working days for shipping from New York, and if the product is hot everywhere else, chances are the distributor is out of it."

Sometimes it's almost impossible to obtain certain titles. "We have problems getting small label stuff," said Paradise' Ratzlaff, "but small names on major labels are a problem because the major distributors we deal with aren't hip. We tried for two weeks to get Nina Hagen and couldn't."

Cutler's Lotto would like to see a one-stop dealing exclusively in independent product instead of "so many different distributors that carry so many different things, while some product is not distributed by anyone." Whether this is feasible or not, alternative record stores will surely be serviced more smoothly if the present and future outlook depicted by Cameron and Nash holds true.

Nash said that stores like his were popping up in "every city of any size" and are exerting influence disproportionate to their direct reach. "People are paying more attention to us. We do the groundwork and don't get the credit, but all the label rep people come in and buy records from us. They're wishing that their companies would sign acts they hear in the store, and it filters back eventually."

For The Record

In the June 12 issue of **Cash Box**, a story on a copyright infringement lawsuit identified the defendant, Cheapo Records, and its owner, Ailen Day, as a "convicted counterfeiter." The statement was totally erroneous. **Cash Box** apologizes for any inconvenience the original statement may have caused.

Aldo Nova Goes Gold

NEW YORK — Portrait recording artist Aldo Nova's self-titled debut album has been certified gold by the Recording Industry Assn. of America. Gold albums signify sales of 500,000 units.

DeGarmo & Key Grab AOR Play

(continued from page 30)

bad. The only thing that can make us a gospel group is that we're lyrically relevant."

Instead of considering their music as gospel, they tend to look at it as a "positive" art form. "We try to make a positive statement about life today," says DeGarmo. "There are a lot of hungry hearts out there looking for something positive, and I think we can give it to them. Our label is at a point where I think they can compete with the big companies.

"We deal with real-life situations. I'm tired of hearing about the candy-coated Christian faith, and we're trying to bring people back down to reality."

Variable Pricing Of LPs Increases

(continued from page 7)

midline sale price but does offer three for $13, while Turtles gives three for $10 outside of WEA midline. Tower's midline shelf price covers all labels, while at Musicland, sales and shelf prices for $13.98 list are said to be "all over the ballpark" throughout the chain's numerous outlets.

Midline pricing proved the most variable among the chains surveyed. Cavages has upped its RCA and A&M prices to $5.99 to go along with those labels' own wholesale hikes, and now only CBS remains at $4.99. Circles, like many other retail chains, has separate pricings for WEA and RCA midline product due to their higher cost. Everybody's Records has a similar policy and lumps WEA and RCA together in a two-tiered pricing structure, while Great American Music Co. singles WEA out from all the rest.

Licorice Pizza sale prices all midlines at $3.99, but RCA and WEA are shelved at $5.89, 40 cents higher than the other labels. Music Plus has no sale price but shelves its RCA and WEA midlines a dollar higher than the others, and Flip Side goes so far as a three-tiered shelf structure, with WEA on top at $5.99, RCA in the middle at $5.49 and everything else at $4.99.

Some chains carry the separate label pricings over into the rest of the list price categories. Others show variable pricing depending on store location, with Record World/TSS, for example, showing fluctuations at $8.98 list from $8.29 to $8.98 in shelf price and from $5.99 to $6.49 in sale price.

Record Bar offers two sale prices per each list. For $5.98 list, its "mid" sale price is $5.49, while the "low" sale price is $4.99. This 50 cent gap is maintained in the $8.98 and $9.98 lists, and doubles for the $13.98 list.

Several chains also have variable pricing according to advertised specials. Waxie Maxie has one sale price when advertised on TV, another by radio, a different one for print, and still another for in-store. Stark/Camelot also has a separate, lower price for advertised sale prices.

With all the various pricing systems reported by the chains, it is understandable how many of the chains have held their shelf and sales prices fairly steady. Few, however, expect this to last through the coming months.

U.S. Retail Chains' LP & Single Prices

Chain	$5.98 Sale/Shelf	$8.98 Sale/Shelf	$9.98 Sale/Shelf	$13.98 Sale/Shelf	Singles
Bad	$3.99/$5.98	$5.99/$6.99	$6.99/$7.99	$10.98/$11.98	$1.69
Budget	—/$5.19	$6.99/$7.89	$7.69/$8.69	$10.99/$11.99	$1.69
Cactus	$3.99/$4.98	$5.99/$7.98	$6.99/$8.98	$9.49/$11.98	$1.49
Cavages	—/$4.99	$7.39/$8.69	$8.39/$9.69	$12.88/$13.69	$1.69
Circles	$3.99/$5.98	$5.88/$7.99	$7.88/$8.99	$9.88/$11.99	$1.69
Everybody's	$3.99/$5.55	$5.99/$8.39	$6.99/$9.39	$8.99/$13.39	$1.89
Flip Side	—/$5.99	$5.99/$7.69	—/$8.49	—/$11.98	$1.79
Great American Music Co.	$3.99/$5.58	$5.79/$8.58	$6.69/$9.58	$9.99/$13.38	$1.85
Hastings	$3.99/$5.98	$5.99/$7.99	$6.99/$9.98	$10.99/$13.98	$1.69
King Karol	—/$5.98	—/$7.98	—/$8.98	—/$12.98	$1.85
Licorice Pizza	$3.99/$5.89	$5.99/$7.99	$7.49/$8.99	$10.99/$13.49	$1.69
Music Plus	—/$4.99	$5.99/$7.59	$6.99/$7.99	$10.99/$11.99	$1.49
Musicland	$4.99/$6.49	$5.99/$8.98	$6.99/$9.98	—/—	$1.89
Record Bar	$4.99/$5.98	$6.49/$8.49	$7.49/$9.49	$9.99/$11.98	$1.85
Record World/ISS	$3.99/$5.79	$5.99/$8.98	$6.99/$9.98	$9.99/$13.49	$1.69
Soec's	$3.88/$4.98	$5.88/$8.69	$6.88/$9.69	$10.88/$13.99	$1.89
Stark/Camelot	$3.99/$5.98	$6.49/$8.69	$6.99/$9.49	$9.99/$12.99	$1.85
Tower	—/$4.44	$5.99/$7.99	$6.99/$8.99	$9.99/$11.99	$1.55
Turtles	—/$5.88	$5.99/$7.98	$7.99/$8.90	—/$10.98	$1.79
Waxie Maxie	$3.99/$5.99	$4.99/$8.39	$7.99/$9.39	$9.99/$12.69	$1.59
Average	**$4.14/$5.63**	**$6.09/$8.20**	**$7.30/$9.18**	**$10.44/$12.68**	**$1.73**

CASH BOX

July 3, 1982

AROUND THE ROUTE

by Camille Compasio

Atari plans to open a new company to service the Benelux territories. The office will be located in Breda, Netherlands and will be called Atari International Benelux B.V., which will take over marketing and distribution of Atari products from WEA Records in Hiversum. The Benelux operation will be under the direction of **Peter Woodward**, managing director, who was previously a senior executive with PolyGram. The Benelux company joins Atari operations in West Germany, the U.K. and France, all opened in the last 12 months . . . Cinematronics, Inc. of El Cajon, Calif. recently announced that Royal Distributing, Inc. has been selected as an authorized distributor of Cinematronics products. The company is located at 1210 Glendale-Milford Rd., Cincinnati, Ohio 45215 . . . The Nihon Amusement-Machine Operator's Assn. (NAO) second Amusement Expo will be held March 16-17, 1983 at the Shinjuku N.S. Building, Shinjuku, Tokyo.

PIZZA TIME NEWS: Pizza Time Theatre, Inc. recently gained a settlement in a two and half year legal wrangle with Brock Hotel Corp. and ShowBiz Pizza Place. The settlement calls for Brock and ShowBiz to pay a lump sum of $7,500 and monthly percentage payments on the

(continued on page 40)

Record Number Of Exhibitors For 1982 OMAA Convention

CHICAGO — Stressing education, service, information exchange and ways of dealing with restrictive legislation, taxation and licensing, the eighth annual Ohio Music & Amusement Assn. (OMAA) Exposition of Music and Games opened to a capacity crowd at the University Hilton Inn in Columbus.

Registration during the two-day gathering surpassed OMAA's predictions. But another record was broken as there were 69 exhibit booths open for viewing, representing an increase of 10 over last year.

Along with the panels dealing with legislative and tax matters facing the games industry, there also were sessions focusing on the technical aspects of troubleshooting pinball games. Dealing with legislation and taxes

Photo Highlights appear on Page 41.

were attorneys Edward F. Siegel and Edward W. Cox, two Ohio-based lawyers familiar with municipal licensing ordinances; Bally Pinball president Charles Farmer; C. Marshall Caras, vice president of marketing, D. Gottlieb Company; and Sega/Gremlin vice chairman H. Frank Fogleman. Also speaking at the meeting were Joe Robbins, president of the Amusement Game Manufacturers Assn.; Leoma Ballard, president of the American Music Operators Assn.; and executive vice president Leo A. Droste.

Government Scrutiny

Setting the tone for the confab, which focused on 1982 as the year of "Crisis and Challenge," was newly-elected OMAA president Richard E. George of Roy George Music, Painesville, who said, "We are in an era of financial crisis for all levels of government, and our industry is being eyed by government bureaucrats as one source of generating additional income.

"We have been portrayed by both print and electronic media as an industry 'wallowing in money,' when many other large industries are going under, thus drawing the attention of legislators as well as the general public," according to George.

"Although our consumer market has grown, so has our cost of operation. No one is going to go out and buy a few machines and

(continued on page 40)

Atari, Centuri License Deal Set

HIALEAH, Fla. — Centuri, Inc., an international video games manufacturer, and Atari, Inc. recently entered a licensing agreement whereby Centuri has exclusive worldwide rights to manufacture and distribute "Tunnel Hunt," a coin-operated video space game.

The agreement marks the first time that Atari, a division of Warner Communications, Inc., has licensed a game concept to another manufacturer.

According to Centuri president Arnold Kaminkow, "We're extremely pleased to be working with an industry leader like Atari in this, their first such licensing agreement.

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COIN MACHINE

AROUND THE ROUTE

(continued from page 39)

gross sale of the first 160 units of Show-Biz Pizza Place. The percentage payments, which commenced June 26, entail a 1½% for the first six years, 1¾% for the next four years and 2% for the next four years. Show Biz, which currently has 70 units, could wind up paying $300,000 per month, according to Pizza Time, if the 160 units are actually built. The settlement arises out of litigation beginning in January 1980 when Pizza Time Theatre sued Brock, then known as Topeka Inn Management, for breach of co-development contract. The settlement is subject to approval by U.S. District Court Judge Robert Schnacke. Both parties have jointly filed a petition for court approval . . . In other Pizza Time news, **Suzie Crocker** has been promoted to director of communications, responsible for marketing and corporate communications in addition to media and public relations.

Atari, C.A. Robinson Join Forces To Aid Special Olympics

LOS ANGELES — Atari, in conjunction with L.A.-based coin game distributor C.A. Robinson Co., sponsored 10 play-free games at the hospitality area of the Special Olympics event held at UCLA June 25-27.

A contingent of 15 Atari staffers joined personnel from C.A. Robinson in manning five "Centipedes" and five "Dig-Dugs" which were set on free play for all those who came by the tent. Atari and C.A. Robinson staffers were on hand to explain the operation of the machines and to assist players in getting started.

Additionally, the main character from Dig-Dug opened the Special Olympics parade here

Allen On Pianocorder

CHICAGO — Steve Allen has become the fourth celebrity pianist to record "live" for the pianocorder reproducing system's new "Contemporary Artists" tape series, announced Joseph Tushinsky, president and chairman of the board of Superscope, Inc.

The Pianocorder, manufactured by Marantz Piano Company, a Superscope subsidiary, is a patented electronic device which converts almost any piano into a sophisticated automatic player that performs with true musical expression. The system uses digital tapes rather than perforated paper rolls.

Allen's Pianocorder performance, captured with lifelike accuracy via a special master recording piano at Superscope's Chatsworth, Calif. headquarters, was released on May 15. It follows other recent releases by Roger Williams, Peter Nero and George Shearing.

Entitled "The Song Is You," Allen's Pianocorder cassette includes such standards as "The Shadow Of Your Smile," "I'm Confessin'," "These Foolish Things" and "Lover Man."

"The Song Is You," retailing for $11.95, and more than 300 other piano performance cassettes are available for use exclusively with Pianocorder-equipped consoles, spinets, uprights or grands or with the Marantz reproducing piano.

Further information may be obtained by contacting Marantz Piano Company, P.O. Box 460, Morganton, N.C. 28655 or calling the toll free number (800) 438-7023.

***SOUTH DAKOTA TOURNAMENT** — The 16th annual South Dakota 8-Ball Pool Tournament was held recently at the Municipal Auditorium in Pierre, with 464 shooters, who had won first, second, third or women's champion status in local tournaments from cities throughout South Dakota, competing. The Tournament of Champions was sanctioned by U.S. Billiards and featured a dozen of its new black Quantum tables, which were set on 50 cent play and furnished by U.S. Billiards and its local distributor, J-Mak Distributors, Inc. This year's tournament was South Dakota's first completely computerized tournament and it was run from start to finish on the 5120 IBM computer. Operator Mac Hasvold of Sioux Falls once again served as Tournament Director. According to Pete Thompson, president of the Music and Vending Assn. of S. Dakota, the merits of running a pool tournament on the computer were overwhelming, even to the point where the winners' names of a match were fed into the computer and it automatically printed out the next match and score cards for both players. The photo above depicts some of the action at the Municipal Auditorium.*

Record Number Of Exhibitors For 1982 OMAA Convention

(continued from page 39)

make a million," he continued. "The machines themselves cost thousands of dollars and the maintenance of them requires trained electronic personnel, not minimum wage employees.

"For every good machine we purchase, we have four or five that will never pay for themselves, and that's $12,000 to $15,000 lost.

"Our industry provides a relatively inexpensive type of family entertainment. But if we do not deal with problems of punitive restrictions and inequitable taxes, we, too, will soon be an industry 'going under'."

Despite the grave tone of such messages, the OMAA exposition offered lighter moments, including the second annual Edward Shaffer Memorial Golf Tourney at the Hickory Hills Country Club, the first OMAA Pool League Tournament playoffs for the state championship and entertainment during the installation banquet by the Amazement Park Revue of Cedar Point Amusement.

In the golf tourney, "Whitey" Laughlin of Hopkins Music and Vending won the championship trophy. Alibi Four of Niles and Kaufman's Number Three of Defiance were one and two, respectively, in the Pool League Tournament and will travel to Reno, Nevada to compete in a national tournament.

The exhibit hall was packed with many newcomers, including ACCA Industries; Advanced Business Systems; American Tobacco; Bally Manufacturing; Brandt Systems; Brunswick Corporation; Hamilton changers; Marantz Piano Co.; Mid-Ohio One Stop; Moling & Associations and Toledo Coin Machine.

Returning to the Expo this year were Abloy Security Locks; Amusement Emporium; Bumper Tube; Central Ohio Sales & Marketing; Cleveland Coin International; Danny Vegh's Supply; D&R Industries; J-S Sales; Kurz-Kasch; Mobile Records; Monroe Distributing; Penn-Ray International; Pepsi-Cola; Priority Cigarette Service; Royal Distributing; The Tobacco Institute; The Valley Company; and WICO Company.

Awarded during the conference were $30,000 in door prizes. Prizes and their donors included "Tempest" from Atari; "Haunted House" from Gottlieb; a jukebox from Rowe; "Venture" from Exidy; "Jack the Giant Killer" from Cinematronics; "Amidar" from Stern; a bumper pool table from Brunswick; "Ms. Pac Man" from Midway; "M/M Pac Man" from Bally; "Hyperball" from Williams; and "005" from Gremlin.

In addition to George's election to president of the OMAA, other officers were also elected for 1982-83. The new OMAA officers were sworn in by Major General Robert W. Teater. The new officers include George, (president); Larry van Brackel, A. Van Brackel & Sons, Defiance (1st vice president); William Levine, Atlas Vending, Cleveland (2nd vice president); Norman Borkan, AVV Companies, Solon (treasurer); Harold Laughlin, Laughlin Music, Athens (secretary); and James H. Hayes (board chairman).

Centuri, Atari Pact

(continued from page 39)

We're also very excited about the July introduction of the game Tunnel Hunt. Not only is the game concept exciting and challenging, but its unique wrap-around cabinet stylings adds yet another dimension to the coin-operated game industry."

In Tunnel Hunt, the player uses a four-way joystick to guide his vessel through a geometric "space tunnel" while attempting to eliminate attacking enemy ships.

Bally Midway Hosts Distributor Meet In Monte Carlo

CHICAGO — Bally Pinball Division and Bally Midway Manufacturing Co. gathered with their European distributors at the Salon Churchill in Monte Carlo for a distributor meeting.

Among the several topics on the business agenda were: "How To Sell Pinball In A Video Market"; manufacturing plans for pinball and video for the remainder of 1982; the presentation of new pinball and video products; and copyright protection in Europe."

Charles Farmer, president of Bally Pinball Division and Domestic Distribution; Thomas S. Nieman, vice president of marketing for Bally Pinball Division; and Stanley Jarocki, vice president of marketing for Bally Midway Manufacturing Co. were speakers at the meeting, along with a number of attending European distributors.

"The response to the meeting was extremely positive," stated Einar Askvig, director of European marketing and development. "The distributors left the meeting with a renewed enthusiasm for Bally Midway products and a positive outlook for the market."

Betson Pacific Unveils New L.A. Headquarters

LOS ANGELES — Betson Pacific Distributing Company recently opened new headquarters in a 20,000 square foot facility June 1. The new location is at 2444 W. Pico Blvd. in Los Angeles. The new phone number is (213) 388-9338.

Commenting on the new facility, Betson Pacific president Peter Betti said, "Now we have a great facility to go along with the best sales, parts and service staff in the Southwest . . . the new Betson Pacific headquarters is designed to make it more convenient for our customers to buy and service their equipment."

Lerner Named At SEGA/Gremlin

SAN DIEGO — SEGA/Gremlin recently appointed Jerry Lerner as Southeastern regional sales manager for the company's line of computer video games. He will be responsible for distributor sales and customer relations in Alabama, Florida, Georgia, Louisiana and South Carolina and Tennessee.

"The addition of Jerry to our staff signals our continuing dedication to providing our distributors with experienced professional support," said Bob Harmon, sales manager for the company.

Lerner was sales manager with Rowe International, Inc. in Holiywood, Fla. prior to the SEGA/Gremlin position. Before Rowe International, Lerner spent 10 years in sales and marketing with Southern California Bell Telephone Company.

INDUSTRY CALENDAR

July 16-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell.

Sept. 10-12: North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte.

Sept. 24-25: West Virginia Music & Vending Assn.; annual convention; Ramada Inn; South Charleston.

Oct. 7-10: NAMA national convention; The Rivergate; New Orleans.

Nov. 17-20: AMOA International convention; Hyatt Regency Hotel; Chicago.

Nov. 18-20: IAAPA annual convention; Bartle Hall; Kansas City.

INDUSTRY NEWS

OMAA MEET *— The Ohio Music & Amusement Assn. (OMAA) recently held its annual Expo at the University Hilton Inn in Columbus, where, in addition to the display booths, issues concerning taxation and restrictions dominated panel discussions. The OMAA also elected new officers for its board and held a number of special events such as the first Pool League Tournament Playoffs and the 2nd annual Edward Shaffer Memorial Golf Tourney. Pictured in the* ***top row*** *are(l-r): Richard E. George, newly-elected president of the OMAA and president of Roy George Music; Paul Corey, executive vice president of the OMAA; and James H. Hayes, outgoing OMAA president; Abi Carmen, director of technical marketing, D. Gottlieb & Co., holding a session on pinball troubleshooting; and Steve Shaffer (l), son of Edward Shaffer, Shaffer Dist., presenting "Whitey" Laughlin, Hopking Music and Vending Galion, with the championship trophy for winning the OMAA-sponsored 2nd Annual Edward Shaffer Memorial Golf Tourney. Pictured in the* ***bottom row*** *are (l-r): Joseph Robbins, president of the Amusement Game Manufacturers Assn.; Leo Droste, AMOA executive vice president; George; and attorneys Edward Siegel and Edward W. Cox speaking on a panel dealing with municipal ordinances; participants in the pool playoffs; and OMAA members discussing games and business on the exhibit floor.*

New Equipment

Hopping Good Fun

The theme of the new coin-operated video game introduced by Atari, Inc., involves the kidnapped "Kid Kangaroo" who is being held, blindfolded, in a treehouse cage by a nasty gang of monkeys and must be rescued by his

mom. The name of the game, of course, is "Kid Kangaroo".

The object of play is for Mother Kangaroo to rescue her baby while trying to avoid obstacles, dodging apples hurled at her by the monkeys, or removing hoodlums by punching them out before they can punch her. Once she has reached the cage at the top of the screen, there's a joyous reunion with Kid Kangaroo and mom flashes on the screen to the happy strains of "Oh Susannah."

During Mother's first rescue attempt, she climbs rope ladders hung between branches of a tree. After that feat is accomplished she must display her super leaping ability by jumping to the top on log steps set at different heights. One false leap, however, will send her tumbling to the jungle floor with a video halo appearing above her head, so this phase must be handled cautiously.

The third rescue attempt is against a column of monkey kidnappers standing on each other's shoulders, holding the cage at the top. Mom reaches Kid Kangaroo by punching the monkeys out, one by one, and leaping onto higher platforms alongside the cage for the rescue. After this is completed she has one more challenge which is climbing a series of long and short ladders to reach the captive Kid.

As the game progresses the challenges become more difficult and the monkeys multiply, each generation being more clever than the last and hurling increasing numbers of apple cores at record-breaking speeds.

At this point of play, if mother dares to stall along the way, a gorilla enters the scene attempting to grab her boxing gloves. If he's successful, mom is defenseless for a short time and must do some quick jumping and dodging to avoid her foes. Magically the gloves reappear and she can get back to the rescue.

The Kangaroo player scores points when mom finally rescues Kid Kangaroo and by punching out the monkeys and the apple cores they throw during the rescue attempt. Skillful players can rack up points by collecting a variety of fruits hanging from trees or scattered on the playfield. Those fruits are replenished and more points scored by ringing a bell, which sounds the chimes of "Big Ben."

A special feature of this game affords the player a possible 2000 bonus points when the game begins but as rescue time ticks away so do the amount of bonus points available.

The game ends when all of mother's lives have been used up. If the player's score is eligible for the high score table, his or her initials are displayed.

The new model will be available through factory distributors and further information may be obtained by contacting Atari, Inc., 1265 Borregas Ave., P.O. Box 427, Sunnyvale, Calif. 94086.

New Bill Changer

Gametecniks Division of Casino Technology Corp. is introducing a new "Change-Mate 500" bill changer featuring microprocessor programmability. The unit accepts U.S. currency bills in $1, $2, $5, $10 and $20 denominations and dispenses up to 10,000 quarter-size coins or even more in tokens.

The competitively priced Change-Mate 500 provides solid state reliability, human adaptability, and a wide range of revenue controls for absentee managers.

For wall mounting, the heavy 14 guage steel cabinet measures 30 inches high, 24 inches wide and 12 inches deep. A base stand is available for floor location. Change-Mate 500 operates on 110-125V, 60 Hz. and servicing is simplified by the use of plug-in PC boards.

Among its many standard features are antijackpot precautions (i.e. computer controlled "time out" depending upon the number of coins to be dispensed) and microprocessor control.

Standard audit control features include diagnostic display, time/day readout, dollars accepted register, and the value of coins dispensed. An alarm system sounds a siren upon unauthorized intrusion and can notify arcade owners.

A variety of options may be added to Change-Mate 500, at the factory or in the field, to reliably accomplish practically any human-like functions desired.

Programmable dispensing provides 14 time periods for variable or bonus token distribution. An electronic automatic alarm is capable of dialing up to two phone numbers to deliver a warning message when the machine senses tampering or other service connected problems.

Automatic telephone audit information also is available. By dialing a special number, the dispenser will tell the caller the value of bills accepted since its last clearance. The Change-Mate 500 can even be programmed to say "thank you" to the customer.

Further information may be obtained by contacting Gametecniks Division, Casino Technology Corp., 10503 Delta Parkway, Schiller Park, Ill. 60176 or calling the toll free number (800) 323-6869 (outside of Illinois).

THE JUKEBOX PROGRAMMER

* indicates new entry

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POP

1 **DON'T YOU WANT ME**
THE HUMAN LEAGUE (A&M/Virgin 2397)

2 **ROSANNA**
TOTO (Columbia 18-02811)

3 **LOVE'S BEEN A LITTLE BIT HARD ON ME**
JUICE NEWTON (Capitol P-B-5120)

4 **HURTS SO GOOD**
JOHN COUGAR (Riva/PolyGram R 209)

5 **CAUGHT UP IN YOU**
.38 SPECIAL (A&M 2412)

6 **EBONY AND IVORY**
PAUL McCARTNEY (Columbia 18-02860)

7 **CRIMSON AND CLOVER**
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)

8 **LET IT WHIP**
DAZZ BAND (Motown 1609MF)

9 **ALWAYS ON MY MIND**
WILLIE NELSON (Columbia 18-02741)

10 **ONLY THE LONELY**
THE MOTELS (Capitol PB-5114)

11 **HEAT OF THE MOMENT**
ASIA (Geffen GEF 50040)

12 **PLAY THE GAME TONIGHT**
KANSAS (Kirshner/CBS ZS5-02903)

13 **EYE OF THE TIGER**
SURVIVOR (Scotti Bros./CBS ZS5-02912)

14 **IT'S GONNA TAKE A MIRACLE**
DENIECE WILLIAMS (ARC/Columbia 18-02812)

15 **DANCING IN THE STREET**
VAN HALEN (Warner Bros. WBS 7-29986)

16 **ISLAND OF LOST SOULS**
BLONDIE (Chrysalis 2603)

17 **KEEP THE FIRE BURNIN'**
REO SPEEDWAGON (Epic 14-02967)

18 **TAINTED LOVE**
SOFT CELL (Sire SRE 40655)

19 **BODY LANGUAGE**
QUEEN (Elektra E-47452)

20 **GOING TO A GO-GO**
THE ROLLING STONES (Rolling Stones/Atco RS 21301)

21 **DO I DO**
STEVIE WONDER (Tamla/Motown 1612TF)

22 **THE OTHER WOMAN**
RAY PARKER, JR. (Arista AS 0669)

23 **HOLD ME**
FLEETWOOD MAC (Warner Bros. 7-29966)

24 **THIS MAN IS MINE**
HEART (Epic 14-02925)

25 **PERSONALLY**
KARLA BONOFF (Columbia 18-02805)

26 **WHEN IT'S OVER**
LOVERBOY (Columbia 18-02814)

27 **BREAK IT UP**
FOREIGNER (Atlantic 4044)

28 **ABRACADABRA**
THE STEVE MILLER BAND (Capitol PRO-9785)

29 **WASTED ON THE WAY***
CROSBY, STILLS & NASH (Atlantic 4058)

30 **AFTER THE GLITTER FADES**
STEVIE NICKS (Modern/Atco MR 7405)

COUNTRY

1 **ANY DAY NOW**
RONNIE MILSAP (RCA PB-13216)

2 **I DON'T THINK SHE'S IN LOVE ANYMORE**
CHARLEY PRIDE (RCA PB-13096)

3 **SLOW HAND**
CONWAY TWITTY (Elaktra E-47443)

4 **TAKE ME DOWN**
ALABAMA (RCA PB-13210)

5 **RING ON HER FINGER, TIME ON HER HANDS**
LEE GREENWOOD (MCA-52026)

6 **'TIL YOU'RE GONE**
BARBARA MANDRELL (MCA-52038)

7 **LISTEN TO THE RADIO**
DON WILLIAMS (MCA 52037)

8 **DON'T WORRY 'BOUT ME BABY**
JANIE FRICKE (Columbia 18-02859)

9 **LOVE'S BEEN A LITTLE BIT HARD ON ME**
JUICE NEWTON (Capitol P-B-5120)

10 **EVERYTIME YOU CROSS MY MIND**
RAZZY BAILEY (RCA PB-13084)

11 **HONKY TONKIN'**
HANK WILLIAMS, JR. (Elaktra E-47462)

12 **I DON'T KNOW WHERE TO START**
EDDIE RABBITT (Elaktra E-47435)

13 **SLOW DOWN**
LACY J. DALTON (Columbia 18-02847)

14 **WOULD YOU CATCH A FALLING STAR**
JOHN ANDERSON (Warnar Bros. WBS 50043)

15 **ARE THE GOOD TIMES REALLY OVER**
MERLE HAGGARD (Epic 14-02894)

16 **SO FINE**
OAK RIDGE BOYS (MCA-52065)

17 **NOBODY**
SYLVIA (RCA PB-13223)

18 **LOVE'S FOUND YOU AND ME**
ED BRUCE (MCA-52036)

19 **HEARTBREAK EXPRESS**
DOLLY PARTON (RCA PB-13234)

20 **AIN'T NO MONEY**
ROSANNE CASH (Columbia 18-02937)

21 **I DON'T CARE**
RICKY SCAGGS (Epic 14-02931)

22 **ANOTHER CHANCE**
TAMMY WYNETTE (Epic 14-02770)

23 **HEAVENLY BODIES**
EARL THOMAS CONLEY (RCA PB-13246)

24 **OH GIRL**
CON HUNLEY (Warner Bros. WBS 50058)

25 **BORN TO RUN**
EMMYLOU HARRIS (Warnar Bros. 7-29993)

26 **WOMEN DO KNOW HOW TO CARRY ON**
WAYLON JENNINGS (RCA PB-13257)

27 **CHEATER'S PRAYER**
THE KENDALLS (Marcury/PolyGram 76155)

28 **FOR ALL THE WRONG REASONS**
THE BELLAMY BROS. (Elektra/Curb E-47431)

29 **I'M GONNA HIRE A WINO TO DECORATE OUR HOME***
DAVID FRIZZELL (Warnar/Viva WBS 50063)

30 **TEARS OF THE LONELY**
MICKEY GILLEY (Epic 14-02774)

BLACK CONTEMPORARY

1 **LET IT WHIP**
DAZZ BAND (Motown 1609MF)

2 **EARLY IN THE MORNING**
THE GAP BAND (Total Experlanca/PolyGram TE-8201)

3 **DANCE WIT' ME**
RICK JAMES (Gordy/Motown 1619GF)

4 **STREET CORNER**
ASHFORD & SIMPSON (Capitol P-B-5109)

5 **CUTIE PIE**
ONE WAY (MCA 52049)

6 **DO I DO**
STEVIE WONDER (Tamla/Motown 1612TF)

7 **WE GO A LONG WAY BACK**
BLOODSTONE (T-Nack/CBS ZS5-02825)

8 **EMERGENCY**
WHISPERS (Solar/Elaktra S-48008)

9 **I REALLY DON'T NEED NO LIGHT**
JEFFREY OSBORNE (A&M 2410)

10 **STANDING ON THE TOP — PART 1**
THE TEMPTATIONS faaturing RICK JAMES (Gordy/Motown 1616GF)

11 **IT'S GONNA TAKE A MIRACLE**
DENIECE WILLIAMS (ARC/Columbia 18-02012)

12 **SOUP FOR ONE**
CHIC (Miraga/Atlantic WTG 4032)

13 **KEEP ON**
"D" TRAIN (Praluda PRL 8049)

14 **THE OTHER WOMAN**
RAY PARKER, JR. (Arista AS 0669)

15 **TOO LATE**
JUNIOR (Marcury/PolyGram 76150)

16 **OLD FASHIONED LOVE**
SMOKEY ROBINSON (Tamla/Motown 1615TF)

17 **THE VERY BEST IN YOU**
CHANGE (RFC/Atlantic 4027)

18 **(SITTIN' ON) THE DOCK OF THE BAY**
THE REDDINGS (Ballava In A Draam/CBS ZS5-02836)

19 **LOVE ME DOWN**
ATLANTIC STARR (A&M 2420)

20 **SOMETHING ABOUT THAT WOMAN**
LAKESIDE (Solar/Elaktra S-48009)

21 **FLIRT**
CAMEO (Chocolata City/PolyGram CC 3233)

22 **FORGET ME NOTS**
PATRICE RUSHEN (Elaktra E-47427)

23 **THE REAL DEAL**
THE ISLEY BROTHERS (T-Nack/CBS ZS5-02985)

24 **CHEATING IN THE NEXT ROOM**
ZZ HILL (Malaco 2079)

25 **WORK THAT BODY**
DIANA ROSS (RCA PB-13201)

26 **LET ME GO**
RAY PARKER, JR. (Arista AS 0695)

27 **EBONY AND IVORY**
PAUL McCARTNEY (Columbia 18-02860)

28 **JUST AN ILLUSION**
IMAGINATION (MCA 52067)

29 **AND I AM TELLING YOU I'M NOT GOING***
DREAMGIRLS (Gaffan 7-29983)

30 **MURPHY'S LAW**
CHERI (Vantura V-149)

OPERATORS PICKS

Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)
KEEP THE FIRE BURNIN' — REO Speedwagon — Epic

Dan Tortorice (Modern Specialty, Madison)
GOING TO A GO-GO — The Rolling Stones — Rolling Stones/Atco

Irene Camen (Automatic Vendors, Pierre)
TAKE ME DOWN — Alabama — RCA

RECORDS TO WATCH

WHATEVER/DO YOU KNOW YOU ARE MY SUNSHINE — The Statler Bros. — Mercury/PolyGram
SHE'S NOT REALLY CHEATIN' — Moe Bandy — Columbia
DANCING YOUR MEMORY AWAY — Charly McClain — Epic
YOU TURN ME ON I'M A RADIO — Gail Davies — Warner Bros.
ON THE FLOOR — Fatback — Spring/PolyGram
WHEN YOU TOUCH ME — Skyy — Salsoul/RCA
SO FINE — Howard Johnson — A&M

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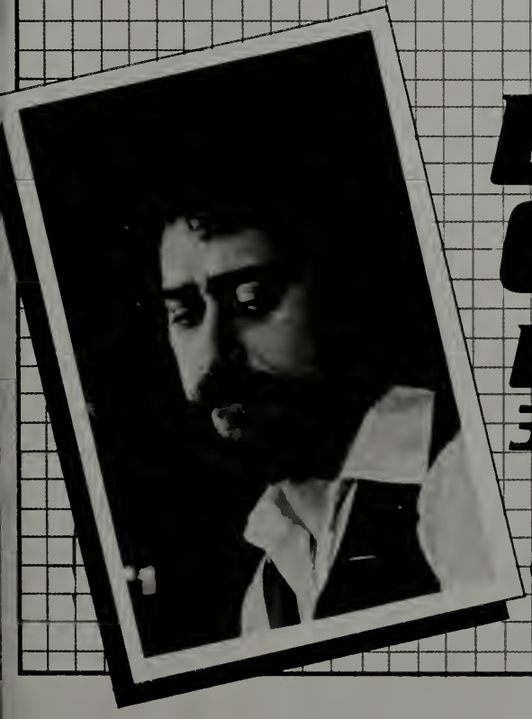

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SUMMER TOUR 1982

July 31	HARTFORD	Hartford Civic Center
Aug 1	PORTLAND, ME	Pleasant Mountain
2	PROVIDENCE, RI	Venue to Follow
4	BUFFALO, NY	Venue to Follow
5-6	COLUMBIA, MD	Merriweather Post Pavilion
7	HAMPTON, VA	Hampton Rhodes Coliseum
Aug 9	PITTSBURGH, PA	Pittsburgh Civic Arena
10	HERSHEY, PA	Hershey Park Stadium
11	PHILADELPHIA, PA	Spectrum
13	EAST RUTHERFORD, NJ	Byrne Arena
14	UNIONDALE, NY	Nassau Coliseum
16-17	CLARKSTON, MI	Pine Knob Music Center
Aug 18	CLARKSTON, WA	Civic Center Coliseum
20	INDIANAPOLIS, IN	Market Square Arena
21	HUFFMAN ESTATE	Pop at Greek
22	MILWAUKEE, WI	Summerfest Grounds
24	[illegible]	Checkerdyne Arena
25	KANSAS CITY, MO	Kemper Arena
Aug 26	TULSA, OK	Tulsa Assembly Center
28	OKLAHOMA CITY, OK	Myriad Arena
29	WICHITA, TEXAS	Henry Levitt Arena
30	OMAHA, NB	Omaha Civic Auditorium
Sept 1-2	DENVER, CO	Red Rocks
4	BERKELEY, CA	Greek Theater
5-6	LAGUNA HILLS, CA	Irvine Amphitheater

[illegible] Atlantic Records and Cassettes

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Produced by Crosby, Stills & Nash

ATLANTIC